

Chemist & Druggist

Benn »

JANUARY 24 1976 THE NEWSWEEKLY FOR PHARMACY



The greatest step backwards in toothpaste technology*-Euthymol Original

Profitable news about an old favourite. We've given 1976 Euthymol a 1936 face lift with a pretty original package of new designs and special offers.

Your customers profit from improved cleansers and polishers in the new Euthymol Original formula with a special introductory offer of 6½p off.

You profit from attractive extra bonus deals until March in addition to the normal high profit margins on Euthymol.

And its all put together in beautiful new packs, display dispensers and campaigns in Radio Times and Reader's Digest.

You'll love our old fashioned ideas on toothpaste marketing!



It's a pretty original package for a good old product!

ORIGINAL
EUTHYMOL
TOOTHPASTE

*Trade Mark

Numark
tests local
advertising
in Bradford

NPU voices
raised in
opposition
to ASTMS

Sangers
in Eire



Pears Shampoo. Every empty shelf is a gentle reminder...

Fast-moving Pears Shampoo has achieved a sensational 7%* brand share of the huge £37m shampoo market—in less than a year!

That's big success—that you should be sharing in a big way.

And we'll be helping with £ $\frac{3}{4}$ million worth of advertising and promotional support and a total of £1.65m spent on all Pears products in 1976.

So now you really can't afford not to stock-up generously.

Get your order in now—remember there are two sizes (80cc and 130cc) and two variants—one for normal and dry hair and one for greasy hair.

Pears Shampoo. The gentle shampoo.

*TCPI research, Oct. 1975.



Elida Gibbs Ltd
The Brand Builders

Chemist & Druggist

The newsweekly for pharmacy

24 January 1976 Vol. 205 No. 4999

117th year of publication

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Contents

Comment ☐ Untitled ☐ Speak to be heard	95
Numark tests local Press advertising in Bradford	96
OECD report calls for more pack standardisation	97
Pharmacist fined for Sunday trading	98
ASTMS using pharmacists for the "numbers game"	100
Veterinary group wants to appoint its own chairman	101
The Xrayser Column: Rough	102
NPU vice-chairman sees reds on the bed	111
1976 as viewed from Mallinson House	112
"Show failure rates on condom packs"	115
Bid for Westons?	116
New company in Eire for Sangers	116
Coming Events 115	On TV Next Week 108
Company News 116	People 102
Deaths 102	Prescription Specialities 104
Letters 111	Trade News 106
Market News 117	Westminster Report 115
New Products 104	Classified Advertisements 117

Published Saturdays by Benn Brothers Ltd

25 New Street Square, London EC4A 3JA (01 353 3212)

Editorial and Advertisement Offices

25 New Street Square, London EC4A 3JA (01 353 3212)

Regional Advertisement Offices

Midlands: 240-244 Stratford Road, Shirley, Solihull, West

Midlands B90 3AE 021 744 4427

North East: Permanent House, The Headrow, Leeds LS1 8DF
0532 452841

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North West: 491 Chester Road, Old Trafford, Manchester
M16 9HF 061 872 5151

West Country and South Wales: 10 Badminton Road, Downend,
Bristol BS16 6BQ 0272 564827

Subscription Department: 125 High Street, Colliers Wood,
London SW19 2JN. Telephone 01 542 8575

Subscription: Home and Overseas £18 per annum
40p per copy (by post 50p)



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Comment

Untitled

Numark seems to have found a way round the problem of professional titles in advertising. Details were unveiled last week of a trial local campaign in Bradford which will involve the naming of member pharmacies in Press advertisements (see p96), but with any reference to a restricted title eliminated.

It is a shrewd move, faced with the continued direct use of "pharmacies" by Co-operatives, and Boots' need never to transgress the code now that their name is a household word. On a local basis, a similar advantage should accrue to the well-established independent, since "Jones of Main Street" is almost certain to be recognised as a "chemist" by those likely to patronise him. This may well give Mr Astill more cause to report that "the views expressed . . . over the Care case . . . have brought tears of mirth and whistles of incredulity from anyone I know outside pharmacy who has heard about them."

Something less than mirth may arise from the non-Numark independents, however, as they seek their own method of getting in on the act. A great deal of self-restraint will be necessary if the leap-frogging situation in advertising is to be held in check; the alternative may be that in the end restricted titles come to be used in ways which even the most commercially-minded would deplore.

Speak to be heard

"In dealing with the entry of the unions (especially ASTMS) into pharmacy, I believe that the pharmaceutical press has gone completely overboard," said Mr T. P. Astill, deputy secretary of the National Pharmaceutical Union, in an address delivered to some NPU branches recently (see p112). We believe that to be a thoroughly out-of-character misinterpretation of the facts in an otherwise masterly review of the problems facing pharmacists in the year ahead.

Mr Astill in his address challenged the press to comment on his belief, which derives from the fact (which we would not entirely dispute) that "a handful of retail pharmacists connected with it [ASTMS] have had publicity far beyond their importance". What we would dispute, however, is the importance of trade unionism to pharmacy, whether pro or con, and the potential influence that some of the supporters of ASTMS may have in shaping the policies of the Government *in power* towards the profession.

C&D's columns are open to all and no bias has been shown—the views of the Editor are expressed in this column, not elsewhere in the issue. If there have been more reports and letters in favour of ASTMS than against it is because ASTMS has said more and written more. Perhaps Mr Astill would consider we have "gone overboard" from the other side of the boat this week, since we record his own views, plus those of the NPU chairman, David Sharpe (p100) and vice-chairman, Donald Boyce (p111). We would refute that too. Each has had something to say since we last went to press, and C&D's function is communication.

Indeed, we are glad of the "counterbalancing" effect of their contributions. Most opponents of ASTMS have been quiet for so long that we had begun to believe the warning content of our Comment columns over the past months was a voice in the wilderness!

Numark tests Press campaign in Bradford

Numark is to start up a local Press advertising campaign in the Bradford area on February 12.

Sponsored by Bradford Chemists Alliance, the advertisement will tie up with Numark's national promotions and BCA's local promotions, and will publicise the names and addresses of all the local Numark retailers taking part. One advertisement per fortnight will appear in the *Bradford Telegraph and Argus*, published Thursdays, until the end of June—a total of 11 advertisements.

Mr Tom Dallas, accounts director, McCann-Erickson, advertising consultants to Independent Chemists Marketing Ltd, gave details of the campaign to Bradford and Halifax Branch, National Pharmaceutical Union, last week. He said Bradford was a very good area in which to mount such a promotion—there was an excellent chemist wholesaler, BCA, and the local newspaper gave 80 per cent coverage of households in the Bradford area together with substantial coverage of surrounding areas.

Two parts

The campaign would be in two parts—one set of advertisements would reflect Numark's activity in the national Press. This set would alternate with advertisements drawing attention to promotions being mounted locally by BCA and covering six products, all known to be successful in the area. Listing the names and addresses of all 55 local Numark retailers would mean the readers would know precisely where their "Numark shop" was—something which could not be done nationally and which was one of the benefits of local advertising.

The advertising would need to be linked directly with the products at point of sale, Mr Dallas continued, so pharmacists would get supporting display material and would be expected to "aggressively promote" the whole range of products "as if they were totally committed to them." Numark signs would need to be displayed prominently.

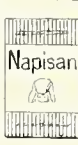
There was no evidence that the public's confidence in pharmacists was undermined by aggressive marketing, Mr Dallas added. Boots had been aggressive yet were still showing growth with their "ethical" business.

Earlier, Mr Charles Morris-Cox, sales manager, ICML, had drawn attention to the way in which Boots were eroding the livelihood of the independent pharmacist. Boots' branches accounted for 41 per cent of all chemists' sales, 21 per cent of NHS dispensing and probably over 50 per cent

A preliminary draft of the type of advertisement to appear in the Bradford local Press. The final design has yet to be decided and the products shown are not necessarily those being promoted

NUMARK

Bradford's Great Value!

 250cc 34p SAVE 12p	 1½p OFF Rec. selling price of all strained junior & toddler cans stocked
 800 ml 29p SAVE 11p	 500g 39p SAVE 13½p
 STANDARD 17p SAVE 7p	 LARGE 18p SAVE 12p

 The value-for-money symbol

Cosmetics - Perfumes - Baby Products - Photographic Aids - Toiletries

Your local
NUMARK
Shops

of all toiletries sales. The volume of business reached annually from these 1,250 shops—well over £300m—was not reached by 10,000 independent pharmacies put together. And Boots were spending some £4m annually on advertising to support these 1,250 outlets.

With the UK's gloomy economic prospects for the coming year, independents would lose out even further to Boots and the cut-price drug stores if they were not seen to be offering value for money, he said. ICML was gearing itself to compete with the competition of 1976.

During the discussion, it was explained that the local Press campaign would cost about £2,500, paid for initially by BCA and, hopefully, subsidised later by the manufacturers of the products being advertised. "If they can do this with Boots they can do the same with independent chemists provided the chemists are gathered together in sufficient force and with sufficient credibility as a force in the market place," said Mr Morris-Cox.

If the project proves worthwhile, Numark members themselves might be asked to pay a levy of perhaps £20 for the campaign to continue for a further six months, said Mr W. H. Hudson, chairman, BCA. He later told *C&D* that manufacturers had already agreed to pay almost half the costs of the promotion on February 26.

When asked if local radio might be a more suitable medium for advertising, Mr Dallas said visual communication—the promotion of a symbol—was better because "I can't think of any other group of retailers who can't advertise what they are." Local radio was relatively undeveloped as yet.

Use of 'chemist'

Mr John Milnes, secretary, Bradford and Halifax NPU, was worried about the list of pharmacists' names appearing on the advertisements: there could be complaints that it differentiated between the Numark and the non-Numark chemist. Mr

Morris-Cox disagreed, saying that the word "chemist" would not be used in the list. Any pharmacy with "chemist" in the title, eg Scott's (Chemists) Ltd, would be advised to call itself "Scotts of". Retail pharmacists could advertise as often as they could afford providing they kept to the Pharmaceutical Society's code.

The success of the local campaign will be judged by BCA according to the extra merchandise moved during the six month period.

Television campaign details

The Numark television advertising campaign in the north-east of England (*C&D*, January 3, p4) will comprise three weeks of 19 seven-second "spots", mainly concentrated in the first week.

A slide will be shown with the Numark sign occupying 60 per cent of the space and the Numark promotions for February (see p108) occupying the rest. The campaign will probably start the second week of February.

New society to represent independent business

The newly formed Society of Independent Businesses—which held its first formal meeting this week—is hoping to approach the National Pharmaceutical Union with a view to discussing common policies.

The society aims to represent up to a million people in any conflict with government over the treatment of small firms and the self-employed. Mr Keith Shouls, a Preston, Lancs, accountant and chairman of the society, believes it will have wider scope than previous organisations set up to help the self-employed. The new society will seek affiliation arrangements with other bodies to enable them all to combine on mutual problems such as tax and rates—such organisations will be invited to a meeting towards the end of February.

2 for the price of 1

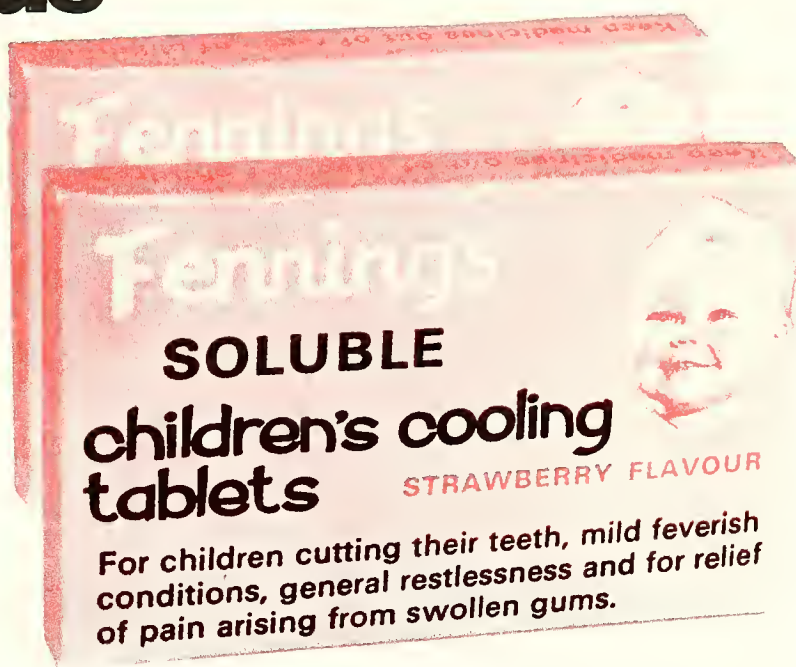
Another Great Bonus Offer from Fennings

Buy a counter dispenser box of 20 packs of Fennings Soluble Children's Cooling Tablets and we'll give you another box — free.

The newest way to soothe baby's teething discomfort is catching on fast. Are you catching on too?

Fully backed by intensive advertising in Baby publications, this offer is for a limited period only.

Send in the reply paid card below to take advantage of the bonus offer on Fennings Cooling Tablets and at the same time, put in your order for other products in the Fennings range which are shown overleaf (at normal prices).



Name

Address

BONUS OFFER. I will pay for counter dispenser boxes of Fennings Children's Cooling Tablets at £2.04 per box, plus VAT, and receive the same quantity free of charge.

OTHER GOODS. Please supply the following items on your normal terms: —

.....

Please charge to my account ☐

Please charge through my wholesaler ☐

Name of Wholesaler

Address

More in the Fennings range

Fennings Gripe Mixture. Relieves wind, hiccups and tummy upsets quickly and safely. In 150ml bottles. Per dozen bottles £1.87.



Fennings Baby Shampoo. Keeps hair glossy, soft and healthy. Its non-irritant action makes it ideal for the most sensitive skin. 110cc plastic bottles. Per dozen bottles £2.50.

Fennings Adult Cooling Powders. Relief from feverish colds and headaches. In 12 and 36 powder packs. Per dozen 12 powder packs £1.48.

Fennings Mixture (Lemon Flavoured). Relieves colds and 'flu and is also recommended for rheumatic pains. In 200ml bottles. Per dozen bottles £2.72.

Congreves Balsamic Elixir. Distributed exclusively by Fennings. A highly concentrated preparation for the relief of coughs that come with bronchitis and heavy colds. In small, medium and large bottles. Per dozen medium bottles £5.13.

Fennings Original Mixture. Stomachic and astringent in 200ml bottles. Per dozen bottles £2.72.



Fennings Little Healers. Small expectorant tablets that ease coughs you get with colds and 'flu. In containers of 12, 36 or 90 tablets. Per dozen 36 tablet containers £1.79.

Fennings Soluble Junior Aspirin. New 25 size container now available with child resistant snap-safe closure. Per dozen containers £1.17.

Fennings Childrens Cooling Powders. Based on the same formula as Cooling Tablets and preferred by many mothers. In packs of 20 or 120 powders. Per dozen 20 powder packs £2.49.



All prices shown are wholesale on which V.A.T. at 8% is charged. Prices effective until February 29th 1976. For recommended retail prices, please apply direct to Fennings Pharmaceuticals.

To order: — Please complete Order Form overleaf.

Fennings

Fennings Pharmaceuticals, 86 Hurst Road, Horsham, West Sussex RH12 2DT
Telephone Horsham (0403) 3427

Postage will be paid by licensee

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DIRECTORY 1976

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- ▶ Buyers Guide**
- ▶ Pharmaceutical Organisations**
- ▶ Retail & Wholesale Outlets**
- ▶ Forensic Information**

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AND ASSISTANTS;
MEDICINES ACTS 1968 AND 1971;
VALUE ADDED TAX;
N.H.S. PHARMACEUTICAL OFFICERS;
AND HOSPITAL PHARMACISTS.

Benn >>

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AND RETAILER**

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London
EC4A 3JA

2nd fold

Published by:
Benn Brothers Limited

Registered Office:
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London EC4A 3JA**

Registered Number:
51169C England



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subscriber
YES/NO.**

1st fold

**Have you
signed the
order form
at the top!**

OECD report calls for more pack standardisation

A report published recently by the Organisation for Economic Co-operation and Development calls upon member countries to develop mandatory requirements for standard pack sizes over a wide range of prepacked consumer products.

Making the recommendation, the report—"Package standardisation, unit pricing and deceptive packaging", OECD Committee on Consumer Policy, (HM Stationery Office, £1.30), adds that another method would be to urge competent bodies to do the same on a voluntary basis, "bearing in mind the need to reduce the excessive number of quantities of a particular product category to a reasonable level." The Committee also noted that pack standardisation by weight or volume seems to be the simplest, and therefore the best, method of helping the consumer make reasonable price-quantity comparisons.

The report says that prepackaged goods are not yet standardised enough; the most striking feature of a survey of the mandatory and non-mandatory requirements which do exist is that "even where a class of goods has been the subject of standardisation, a significant number of quantities and sizes still exists . . . One reason for this may be . . . as in France for instance, the existence of certain customs in the trade which meet the consumer's favour and which, while having no legal force, are well established. However, existing non-mandatory standards for packages would generally seem to be designed more with the interests of trade and industry in mind than with those of consumers."

Unit pricing

The report suggests the use of unit pricing for non-food items where pack standardisation is difficult. The Committee also feels that member countries should consider adopting or promoting unit pricing programmes more generally, such as for certain kinds of prepackaged food products.

In view of the limited experience available, the Committee could not give an overall assessment of the practical effectiveness of unit pricing, but it notes that greater voluntary use of the system from the retailer's viewpoint would depend largely on whether or not its introduction results in increased sales, thus balancing the additional costs with improved profits. Increased use would also have to be promoted by consumer information, so that the public realised the benefits of such a scheme.

Deceptive packaging

On deceptive packaging, the report notes that member countries generally received relatively few complaints, largely, the Committee felt, because legal procedures for consumer problems are lengthy, costly

and complicated, so individuals avoided taking legal action. However, it foresaw that more complaints were likely to occur in future, because of the growing interest in collective legal action by consumer organisations.

The Committee consider deceptive packaging is financially disadvantageous to the consumer since he pays a price for a smaller quantity than the pack's appearance leads him to expect, and deprives him of his ability to make a rational choice from among the products offered him. It therefore advises that the problem be kept under review, and where necessary remedial action taken.

Survey finds pack inserts with 'pill' useful

A survey sponsored by the US Food and Drug Administration has revealed that patients find the mandatory information given with oral contraceptives to be useful, and feel that such information should also be required for tranquillisers, antibiotics and cough and cold preparations.

FDA initiated patient labelling—by means of a package insert—for oral contraceptives in 1970 and is considering the extension of such labelling requirements for intra uterine devices, and oestrogenic drugs. The survey's findings indicate that 93 per cent of women received the package insert, and 88 per cent said they read it.

The information was found to be useful and clear, but more information was required especially on the simultaneous use of other drugs. Some 81 per cent wanted more information about common side effects and 73 per cent wanted more details on warnings and precautions. About one in eight contacted their doctors because of information they read in the inserts.

In addition to the inserts, FDA requires

booklets to be available from doctors giving more information. Of the women who had both insert and booklet, 67 per cent preferred the latter while 18 per cent believed the shorter insert more useful.

□ Problems relating to the changing technology of contraception, eg the use of condoms, oral contraceptives or intra-uterine devices, are among the most common sexual problems, according to a World Health Organisation convened meeting of experts from 15 countries who discussed sex education and counselling. Other common problems were stated to be in regard to infection, not only sexually transmitted diseases but other infections such as cystitis.

Drugs for delivery by Concorde

Two pharmaceutical companies announced that they would be sending drugs to Bahrain on Concorde's inaugural flight on Wednesday.

A package containing 2kg of Ceporex capsules was sent by Glaxo—part of a regular order placed by an agent in Bahrain. Glaxo claims to be regular users of air freight services around the world and a spokesman said this week: "Our aim is to get our products to the customer in the quickest possible time and what better opportunity to demonstrate this."

The Wellcome Foundation sent a consignment which included Septrin, and in the picture below Mr Robin Andrews (right) freight transport manager, hands the package to driver Mr Eddie Radcliffe.



Amber bottles for liquid medicines

The days of the old clear glass medicine bottle are numbered and by the end of the year all liquid medicines should be dispensed in amber bottles.

The Pharmaceutical Society's Council is advising the change because a number of liquid medicines are affected by exposure to light, because there has been evidence of deterioration for many products, and because there was some doubt in regard to others. In view of that doubt, and because the cost of bottles would increase if manufacturers were to make them of both clear and amber glass, it has been decided to recommend the change.

"During 1976," says the Council's statement, "it is expected that there will be a

gradual transition in production from white flint to amber glass which will be completed by the end of the year." The Council is asking pharmacists to exercise tolerance towards their suppliers during the changeover period, and accept either type of bottle on occasions when suppliers are unable to satisfy a preference for one type or the other. It is also warning that extra care will be needed to detect possible contamination in amber bottles.

The Council's statement was made after consultation with the Central NHS (Chemist Contractors) Committee and with the agreement of the Company Chemists Association and the Co-operative Pharmacy Technical Panel.

Pharmacist fined for Sunday sales

A London pharmacist was fined £20 at Hendon magistrates' court this week for selling goods other than medical or surgical supplies on Sundays.

Mr Harry Ganz, manager, Warman-Freed (Chemists) Ltd, Golders Green Road, Golders Green, pleaded guilty. The inspector for the Shops Act said he had witnessed the sale of baby foods, a bottle of ink and razor blades during two Sundays in November 1975.

Professions 'should educate on tooth decay'

Professional organisations should take the lead in education on tooth-decay and on all diet-induced diseases, writes Dr Alan Long, Vegetarian Society of the UK Ltd, in *The Lancet* last week.

"The public are ignorant about dental aids such as floss, interdental brushes, gum massagers, and plaque detectors," he believes. "In a recent survey of chemists' services, I found many shops not stocking these items; in several I was offered Steradent when I asked for dental floss."

He believes that by recommending fluoridation of water supplies, the Royal College of Physicians has missed an opportunity to attack the cause of tooth decay, ie "feckless eating habits". Fluoride was only one of the trace-elements that might be scarce in the modern diet, which was "overburdened with sugary abominations and refined foods."

Study into employees' job satisfaction

The Department of Employment last week announced a £207,000 research programme into job satisfaction, with projects to be carried out at the workplace in conjunction with managements, trade unions and employees.

All the ten projects are concerned with the nature of the jobs people do and the extent to which they are involved in the organisation of work. The programme's emphasis is on bringing about changes in jobs and the organisation of work so that more account is taken of people's needs, with jobs reshaped to provide more scope for the development of skills, increased responsibility in decision-making, and a greater sense of achievement.

The research is to be carried out under the aegis of the Department's Tripartite Steering Group on Job Satisfaction which includes representatives of the Government, the Trades Union Congress and the Confederation of British Industry under the chairmanship of Mr John Fraser, Joint

Parliamentary Under-Secretary of State for Employment. Among the projects is one involving clerical, sales and administrative staff in a large unnamed group of retail stores and a warehouse complex; the chemicals industry is to be included in another study and a further project involves nursing and other staff in specialist units in Welsh hospitals.

Dispensing doctors 'face bankruptcy'

Dispensing doctors are getting grossly into debt because of delays by the Prescription Pricing Authority in settling their accounts.

Four Devon general practitioners practising in Beaworthy, Exeter, are reported in last week's *General Practitioner* as saying that they have not yet been paid for drugs dispensed in October 1975. "We are having to beg further loans from our bankers to provide funds to pay accounts" and "the situation is fast approaching one of bankruptcy."

They say their only solution is to charge the NHS interest at the rate of 13½ per cent on the money due: "This money would be deductible from the 20p prescription charges which we are forced to collect and for which we receive neither payment or thanks."

Similar reports in *Pulse* quote the Prescription Pricing Authority as admitting that the staff is unable to keep up with the payments schedule. The doctor's rural practice subcommittee would be making "strong representations" to the Department of Health about the delays.

Retail Consortium accepts price scheme in principle

The Council of the Retail Consortium on Wednesday morning accepted in principle the Government's plans for a voluntary price restraint scheme. However details of the scheme—including the list of products involved—had not then been finalised.

As *C&D* went to press, a spokesman for the Consortium said the list of products was "pretty complete" from the manufacturers' side, but there were still many queries from the Consortium's viewpoint. Mrs Shirley Williams, Secretary of State for Prices and Consumer Protection, was due to answer a Commons question on the proposals on Wednesday afternoon.

Common Cold Unit has urgent need for volunteers

Important work on the common cold is threatened by a serious shortage of volunteers needed to take part in trials at the Medical Research Council's Common Cold Unit in Salisbury. The particular project in jeopardy is a search for "new" cold viruses, which is scheduled to begin at the end of this month.

Many of the viruses responsible for colds can now be detected and cultivated in the laboratory; these include well over 100 different kinds of rhinoviruses, an unknown number (perhaps dozens) of coronaviruses, and various others related to influenza. Yet there are some colds which cannot be attributed to any of these viruses, and it may be that some, at least, are due to families of viruses which have so far gone unrecognised. The



Revlon UK sales director, Mike Marten, presents Stephanie Blair of Boots, Belfast, with one of four Austin Mini first prizes for sales achievement in a national competition open to all 600 Revlon beauty advisers

Copharm discuss topical vehicles

Speakers at a recent Copharm meeting on topical vehicles stressed that quality control on raw materials was not enough to guarantee finished product quality.

Mr A. Levy and Miss A. M. Lock, Vick International Ltd, reviewing cosmetic skin care products, described new production methods for emulsions involving one-stage mixing, which had the advantage of a reduced chance of process errors occurring. Mr G. Sykes, Department of Health, emphasised the importance of good manufacturing practice in the reduction of microbial contamination, but criticised some of the microbiological standards put forward in other countries as being unrealistic because absolute numerical values were meaningless without limits of error.

Copharm, the co-operative discussion group between the pharmaceutical industry and schools of pharmacy, was formed in 1974 and intends to hold meetings bi-annually, in April and December. Topics for future meetings include powder compaction, sterile products and drug therapy of the respiratory tract. Details are available from Mr R. H. Sutaria, Upjohn Ltd, Fleming Way, Crawley, Sussex.

BEECHAM PROPRIETARIES

announce the following prices effective from 19th January 1976

	Retail Price Per Unit incl. VAT	Standard Wholesale Price per dozen or case* excl. VAT		Retail Price Per Unit incl. VAT	Standard Wholesale Price per dozen or case* excl. VAT
Beechams Powders Standard 8's	23p	£1.95	Germolene Medicated Plasters	*25p	£2.12
Beechams Powders Large 19's	40p	£3.39 $\frac{1}{2}$	Germolene New-Skin	25p	£2.12
Beechams Powders 60's	4p	£1.70*	Germoloids Suppositories Standard	29p	£2.46
Beechams Powders Tablets 16's	23p	£1.95	Germoloids Suppositories Large	55p	£4.67
Beechams Powders Tablets 40's	40p	£3.39 $\frac{1}{2}$	Germoloids Ointment	29p	£2.46
Beechams Powders Hot Lemon 5 schts	28p	£2.37 $\frac{1}{2}$	Germoloids Moist Toilet Tissues	*26p	£2.20 $\frac{1}{2}$
Beechams Powders Hot Lemon 10 schts	47p	£3.99	Veno's Standard 75ml	28p	£2.37 $\frac{1}{2}$
Beechams Powders Hot Lemon 30 schts	7p	£1.48 $\frac{1}{2}$ *	Veno's Large 135ml	40p	£3.39 $\frac{1}{2}$
Phensic Tablets 20's	23p	£1.95	Veno's Honey & Lemon Standard 75ml	28p	£2.37 $\frac{1}{2}$
Phensic Tablets 50's	39p	£3.31	Veno's Honey & Lemon Large 135ml	40p	£3.39 $\frac{1}{2}$
Phensic Tablets 100's	63p	£5.35	Mac Lozenges Tube	10p	£2.55*
Phensic Tablets strip 6's	8p	£2.03 $\frac{1}{2}$ *	Mac Lozenges Carton	18p	£4.59*
Cephos Powders 8's	24p	£2.03 $\frac{1}{2}$	Mac Honey Lem Lozenges Tube	10p	£2.55*
Cephos Tablets 16's	24p	£2.03 $\frac{1}{2}$	Night-Nurse ♦	70p	£5.94
Phosferine Tablets Standard	20p	£1.70	Clear Night ♦	45p	£3.82
Phosferine Tablets Large	34p	£2.88 $\frac{1}{2}$	Odol Mouthwash 45cc	40p	£3.39 $\frac{1}{2}$
Phosferine Liquid Large	34p	£2.88 $\frac{1}{2}$	Odol Mouthwash 85cc	62p	£5.26 $\frac{1}{2}$
Yeast-Vite Standard	21p	£1.78 $\frac{1}{2}$	Beecham's Pills Standard	20p	£1.70
Yeast-Vite Large	41p	£3.48	Beecham's Pills Large	37p	£3.14
Phyllosan Standard	37p	£3.14	Beecham's Pills Envelope	8p	£1.36*
Phyllosan Medium	55p	£4.67	Fynnon Salt	24p	£2.03 $\frac{1}{2}$
Phyllosan Large	110p	£9.34	Fynnon Calcium Aspirin Standard 20's	22p	£1.87
Iron Jelloids Standard	42p	£3.56 $\frac{1}{2}$	Fynnon Calcium Aspirin Standard Strip 24's	26 $\frac{1}{2}$ p	£2.25
Iron Jelloids Large	68p	£5.77	Fynnon Calcium Aspirin Large 40's		
Eno 'Fruit Salt' 10 schts	22p	£1.87	Fynnon Calcium Aspirin Large Strip 48's		
Eno 'Fruit Salt' Standard	32p	£2.71 $\frac{1}{2}$	Ellimans Royal Universal Embrocation 70ml	21p	£1.78 $\frac{1}{2}$
Eno 'Fruit Salt' Large	53p	£4.50	Ellimans Royal Universal Embrocation 110ml	29p	£2.46
Dinneford's Gripe Mixture	23p	£1.95	Fynnon Spa Bath Salts 325g	*25p	£2.08
Maclean Indigestion Tablets 22's	21p	£1.78 $\frac{1}{2}$	Fynnon Spa Bath Salts 540g	*38p	£3.16
Maclean Indigestion Tablets 44's	35p	£2.97	Fynnon Herbal Bath Salts 325g	*25p	£2.08
Maclean Indigestion Powders Large	35p	£2.97	Fynnon Herbal Bath Salts 540g	*38p	£3.16
Setlers Tablets 30's	20p	£1.70	Fynnon Spa Liquid 270cc	*35p	£2.97
Setlers Tablets 50's	30p	£2.54 $\frac{1}{2}$	Fynnon Herbal Liquid 270cc	*35p	£2.97
Setlers Roll 10's	8p	£1.36*	All Fresh Clean-Up Squares	*25p	£2.12
Diocalm Tablets 48's ♦	35p	£2.97	All Fresh Baby Bottom Wipes	*25p	£2.12
Diocalm Tablets 88's ♦	58p	£4.92 $\frac{1}{2}$	A & P Infants' Powders	20p	£1.70
Germolene Standard	24p	£2.03 $\frac{1}{2}$			
Germolene Large	37p	£3.14			
Germolene Tube	24p	£2.03 $\frac{1}{2}$			
Germolene Medicated Footspray (120g)	39p	£3.31			

All products on the Medicines Price List with the exception of Germolene Medicated Plasters, Fynnon Bath Products, All Fresh Squares and Baby Wipes and Germoloids Toilet Tissues are sold to wholesalers on the understanding that they are holders of a Wholesale Dealers' Licence (Medicines Act 1968).

♦ Sale is restricted to persons lawfully conducting a retail pharmacy business or to wholesalers registered under the Misuse of Drugs Regulations, 1973.

■ PRICE MAINTENANCE - Fixed prices for all above products except those marked

VALUE ADDED TAX - Wholesale prices are subject to the addition of 8% V A T.

* Prices are quoted per case for products marked

ASTMS using pharmacists for the 'numbers game'

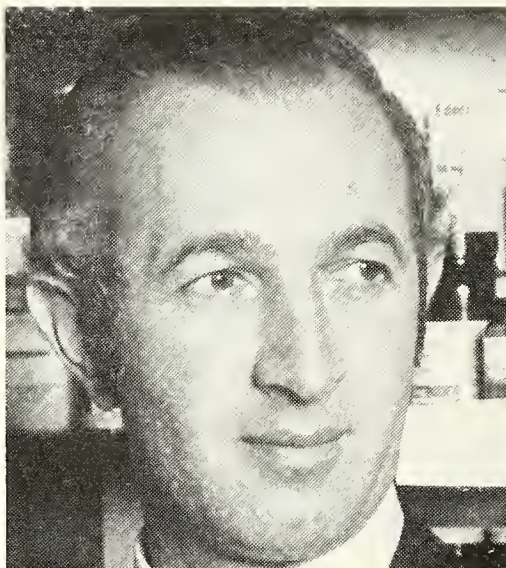
The success of ASTMS on behalf of hospital pharmacists was a case of being in the right place at the right time and striking gold. Mr D. N. Sharpe, chairman of the National Pharmaceutical Union, told Western Pharmacists Association last week. It was a tragedy, he said, that just as the Guild had given up hope and handed over power to the union the Department of Health had realised that hospital pharmacists' increase was long overdue—and ASTMS had taken credit.

But what had happened since? The union's insurance company's quotation for professional indemnity had been far in excess of that secured for hospital pharmacists by the Pharmaceutical Society—what had happened to the union's negotiating ability?—and ASTMS did not want to know about the *Journal of Hospital Pharmacy*. Mr Sharpe alleged that pharmacists were being used for the "numbers game" for the Trades Union Congress, yet there was a strange silence about the membership numbers. Pharmacists could opt out of the union's political funding but must be associated with its political policies through membership—Mr Mercer, the hospital divisional officer, used phrases like "exploitation of the worker", but Mr Sharpe found that concept difficult to relate to staff earning £5,500 a year.

Strike weapon

Unions could only negotiate from strength, said Mr Sharpe, and many had failed in their objectives because the government knew their members had no impact on the public. If hospital pharmacists would strike, ASTMS could do something for them. General practice pharmacists Mr Sharpe did not believe would strike—though he admitted that two years ago he would have said the same about the medical profession.

Mr Sharpe, who as a member of the Society's Council and NPU chairman, was speaking on current problems at Bloomsbury Square and Southgate, described his dual role as serving pharmacy rather than "two masters". The division between commercialism and professionalism was exaggerated, he claimed, illustrating the point by reference to some accepted professional practices on the continent. These included in Germany a pharmacist giving away a monogrammed nail brush with every prescription, a pharmacy with the names in the window of five doctors occupying the premises, prescriptions delivered by radio-controlled van—"the sort of behaviour we should frown on". In Australia a typewriter was obligatory, also the BP and Martindale, but medicines were sold in dump-bins at cut prices, among them 100-size Alka Seltzer. And in Sweden, prescriptionists were in charge of pharmacies dispensing



Mr David Sharpe

fewer numbers of prescriptions—but it might be the first prescription that needed a pharmacist's knowledge.

Mr Sharpe dared pharmacists who sold tights, for example, to say that their pharmaceutical service would improve if they stopped selling them. If it would, they were not delegating properly to their staff.

Turning to pharmacy closures, Mr Sharpe claimed that only four in the past two years had left an area without a pharmaceutical service within a mile. He believed there were too many pharmacies and preferred to aim for larger businesses with two or more pharmacists. One of the inhibitory effects of general practice was the absence of colleagues with whom the pharmacist could communicate professionally; this led to hankering after the hospital or health centre situation. But the public's conception of a pharmaceutical service varied—in south London recently there had been complaints in an area where the most anyone had to travel to a pharmacy was half a mile—and there was a free bus service for certain sections of the community!

'Pay Council members'

Replying to suggestions that there should be employee representation on Council, Mr Sharpe failed to see what the employee could offer that the employer could not. He could not recall a decision of Council or any of its committees that had prejudiced the rights of the employee pharmacist as against the employer. However, it was a tragedy that cost often precluded the employee standing for Council: four days a month was a lot to have to give up and for senior members who were chairmen of committees it could amount to six or seven weeks a year. Mr Sharpe contended that Council members should be "repaid" financially for their services—

though he later agreed that as a "selfish employer" he might be unhappy about losing the services of an employee for several days a month.

Regional election to Council had also been suggested so that members could be better known, but the speaker felt that it would result in an "old boys act" because no-one would stand against someone well known. How members should "project" themselves Mr Sharpe was not sure—but Council had agreed that election policy statement should be 500 words this year instead of the 300 previous maximum.

Pre-registration experience was another "problem" discussed by the speaker, particularly the lack of places. There had been 170 applications for seven jobs in one London hospital teaching area and similar, though less extreme, ratios were reported elsewhere. Many of those training in hospitals would be unable to find posts in that sector at the end of their time: meanwhile the pharmacist had become an "expensive animal" for the pharmaceutical industry.

Mr Sharpe concluded that there was an over-production of pharmacists but saw a "saving grace" in the fact that half or more of incoming students were female whose "career life" was usually less than for men in terms of "whole-time" numbers. The Pharmaceutical Society could do nothing because the universities were autonomous—and they were under pressure to increase the numbers studying pharmacy because courses were over-subscribed while other science facilities stood idle.

Training pays dividends

Making a plea for further pre-registration places in independent pharmacies, Mr Sharpe reminded the audience of the advantages to the pharmacist concerned of an exchange of ideas with someone straight from the academic environment. With the experience of having trained many students, he said he needed only one good idea from a student in the year—because he would reap the benefit for the rest of his own career. The student should not be used as "slave labour" but there were areas in which training was particularly required, such as counter-prescribing where often they had not even been taught how to treat the symptoms of the common cold. During questions, Mr Sharpe added that it should be the pharmacist as well as the pharmacy that was approved by the Society for the pre-registration year.

New ABPI Compendium

The ABPI Data Sheet Compendium 1976 is now being mailed to all retail and hospital pharmacies.

Recently introduced products are marked with an inverted triangle to remind doctors that the Committee on Safety of Medicines is particularly interested in details of all suspected adverse reactions to these products. Additional companies included since last year are: Bioglan Laboratories Ltd, Carlo Erba (UK) Ltd, Carrick Laboratories, Ernest Jackson & Co Ltd, J. M. Loveridge Ltd, Pharmitalia (UK) Ltd, Stiefel Laboratories (UK) Ltd, Stuart Pharmaceuticals Ltd, Tillotts Laboratories, Wade Pharmaceuticals Ltd.

Group wants to appoint its own chairman

A change in the constitution of the group in respect of the appointment of its chairman was demanded by the Agricultural and Veterinary Pharmacy Group at the annual London meeting last Sunday. The group wanted the chairman to be appointed by the group's committee and not "by the Council of the Society".

The topic was raised by Mr C. C. B. Stevens who pointed out that the proposed Hospital Pharmacy Group was to appoint its chairman. He intended also to bring the matter before the Industrial Group which had a constitution similar to that of the Veterinary Group.

Many members felt that it was essential to have a chairman who was really interested in agricultural and veterinary matters. There was some criticism too that the Society's secretariat had in the past prevented or restricted the group's activities. Mr S. Bootland recalled that at one time they were told the Committee was "consuming too much funds." When Mr R. Dickinson, deputy secretary, said there was no desire by the secretariat to prevent meetings, Mr W. Phillpotts pointed out that when meetings had been suggested the repeated reply was the law situation was "transient".

Mr A. G. M. Madge said whilst sympathising with the suggestion concerning the election of the chairman it should be remembered that with a member of Council as chairman the group had a direct voice in Council. He thought it would really be necessary to see how the Hospital Group worked from that aspect before the Veterinary Group threw the present constitution overboard.

Mr D. Dalglish, chairman, undertook to ensure the Group's feeling would be made known to the Council.

Earlier in the discussion Mr W. B. Rhodes reported that there had been a reasonably firm assurance that the General Sale List would be published in the middle of February. That gave rise to the suggestion that when Council members or the staff discussed agricultural or veterinary matters with the Government departments or staff, a member of the Group with specialised knowledge should accompany them.

Mr Rhodes reported that the sub-committee was considering arranging a meeting in Edinburgh during "late May or early June". There would probably be a programme extending over a weekend.

Prostaglandins in veterinary medicine

The meeting began with an address by Dr M. J. Cooper of ICI on "The veterinary applications of prostaglandins". He said the prostaglandins were a potent group generally synthesised and used locally in the body and destroyed rapidly, their most characteristic property being the ability to

contract and relax smooth muscle, giving a wide range of applications. He described the ability of prostaglandin to cause the breakdown of the corpus luteum in cows and the ensuing development of an ovary follicle, heat behaviour and ovulation.

The veterinary application included the control of the oestrus cycle in cattle and sheep, the treatment of infertility in cattle and mares, and the facility of breeding management of mare by the induction.

Soft contact lens solutions in jeopardy?

Proposed legislation could put the future of solutions used with soft contact lenses in jeopardy, warned Dr D. J. G. Davies, Bath University school of pharmacy and pharmacology, last week.

He told an evening meeting of the Pharmaceutical Society in London that there was a risk that standards set for these solutions might be too high. The preparations would have to have a minimum antibacterial activity—undecided as yet—but they might be required to reduce one million organisms to less than 10 in two to three hours.

"If this is true then no contact lens solution at present on the market for soft lenses will survive", he said. And with the present antibacterials it would be impossible to formulate new solutions that would meet this requirement. So much preservative would have to be included that the solutions would irritate the eyes and be unacceptable to the patient.

Dr Davies stressed that legislation was necessary to ensure that solutions were manufactured in reasonable conditions and had adequate quality control procedures. While the working party considering legislation was striving for the highest standards and the safest solutions, he urged that these standards should bear some relation to the dangers involved. Further information was needed on the likely contamination levels of the solutions, the possible dangers to the patient who used contaminated solutions, and how many contact lens wearers suffered eye infections compared with other people.

"It is only through knowledge of this kind that the working party can reach rational decisions," he added. "There is a growing tendency today in striving for safety to introduce legislation that is so tight that it stifles the progress of pharmaceutical science that could be to the detriment of society at large."

Dr Davies was one of the team of researchers at Bath University who first criticised the antimicrobial efficiency of contact lens solutions in 1974 (*C&D*, November 16, 1974, p688). At last week's meeting he outlined work done since.

of luteolysis following early absorption of a foetus or an abortion. There was also the ability to terminate a pseudo-pregnancy in mares thus avoiding the total loss of a breeding season.

Another possibility was the induction of farrowing at predictable times in sows, but there was, as yet, some doubt as to whether such an aid to farm management would be considered economically desirable. Speculating on the future uses of prostaglandins, Dr Cooper referred to the possibility of inducing births in cows and sheep, the possibility of the improvement in gamete transport and the quality of frozen semen.

The development of the control of inflammatory processes could also arise from the study of prostaglandins. In human therapy the research was likely to result in better treatment for gastric secretion problems and platelet aggregation, bronchodilation and probably the cardiovascular function.

some of which was reported to the BP Conference in Norwich last year.

Soaking solutions, in which lenses are placed overnight, should disinfect the lenses; wetting solutions make the surfaces of hard lenses hydratable, they aid insertion and help to cushion the lens; comfort solutions, used during the day to prolong wearing time, are similar to wetting solutions; and cleaning solutions, mainly for use with soft lenses, contain enzymes and surfactants to remove protein deposits. Cleaning, rinsing and wetting solutions must all inactivate chance contaminants.

Poor performance of some solutions could be a result of the low concentrations of the antibacterials used or because the preservatives are adsorbed onto the containers, Dr Davies continued. Research has shown that, at the concentrations used in lens solutions, benzalkonium chloride was the most effective antibacterial against *Staphylococcus aureus*, deemed responsible for over 90 per cent of all eye infections, chlorhexidine gluconate and chlorbutol showed intermediate activity, while thiomersal was "obviously by far the worse."

Other findings were that the addition of salt to make a solution hypertonic increased the antibacterial efficiency of benzalkonium chloride but decreased the efficiency of thiomersal. Benzalkonium chloride solutions showed the smallest loss of preservative on storage.

Although benzalkonium chloride appears to be the most effective preservative it is also the most irritant so cannot be used with soft lenses, which can absorb about 40 per cent of their weight of water. Chlorbutol is also absorbed and is irritant so commercial solutions for soft lenses tended to contain either thiomersal or chlorhexidine—the former was not absorbed by polyHEMA (soft lens material) but was a poor preservative—and chlorhexidine gluconate was taken up into the lens. So while solutions for hard lenses could be formulated easily to carry out their stated functions—providing the container material and preservative were chosen carefully—solutions for soft lenses posed "great problems".

People



Mr David Mair

Mr David Mair, MPS, who has been appointed to the board of Unichem Ltd and whose pharmacy is Young & Mair at Gallowgate, Glasgow, has served on the organisation's Scottish regional committee for a year. After qualifying in 1958 and National Service in the RAMC he succeeded to his father's business in 1966. He is chairman of the Area Pharmaceutical Committee of Greater Glasgow Health Board, vice-chairman of the National Pharmaceutical Consultative Committee, chairman of the Glasgow and West of Scotland branch and members of the Scottish Executive of the Pharmaceutical Society, and a member of the Pharmaceutical General Council (Scotland) and of its Standing Committee. Married, with two daughters, his leisure interests include golf, music and collecting antiques.

Mr Ronald Gould, MPS, has been re-adopted as the Conservative prospective Parliamentary candidate for Liverpool Walton in the next General Election. Mr Gould was elected to the Liverpool City Council in the Fazakerley ward last year (*C&D*, May 24, 1975, p696), having taken the seat from the Labour Party. At the last General Election he polled 10,706 against Mr Eric Heffer's 20,568 (*C&D*, October 19, 1974, p546).

Deaths

Clark: Mr Alexander Clark, MPS, 7 Seafield Avenue, Aberdeen, aged 74. Mr Clark qualified in 1922.

Edwards: On January 18, Professor Sir Ronald Edwards, KBE, aged 65. Sir Ronald was chairman and chief executive of the Beecham Group until he retired last May, but he then became president of the group. He was appointed chairman of British Leyland last October. Originally an economist and accountant, Sir Ronald was chairman of the Electricity Council for six years before joining Beechams in 1968.

Hemingway: On January 13, Mr Wallace Hemingway, secretary and managing director of Approved Prescription Services Ltd.

Topical reflections

BY XRAYSER

Rough

The journey through life teaches that one must learn to take the rough with the smooth. (The discovery is not original.) There is also something about a law of averages, which should ensure that the rough and the smooth are each of equal parts, though there are occasions when the smooth appears to have difficulty in asserting itself. Just what all that has to do with frusemide I don't quite know, but I would feel inclined to regard last week's announcement about it a little rough.

On the "cheapest form in general use" principle, open prescriptions for the drug have had to be met with Drytal in place of the more expensive Lasix and, for some undisclosed reason, there is a temporary shortage of the former. In the circumstances permission has been sought from the Department of Health to authorise payment for Lasix, if the prescription is endorsed to that effect. One must suppose that the shortage, although described as temporary, has been there for some time before steps of that nature were found to be necessary.

In the meantime, we may have had to purchase larger quantities of Lasix than have been required in recent months. What is to happen to such stocks when the temporary shortage has eased? Would we be entitled to go on endorsing such prescriptions until an inflated stock has been reduced to normal proportions, whatever that may be? It is a thoroughly unsatisfactory and unbusinesslike way of doing things, rendered still more difficult by the fact that in a couple of months a different cheaper general use form may take the place of that presently favoured.

At the same, for bad and insufficient reasons, Valium has indulged in yet another of its periodic disappearances, and we are faced with the Lasix situation in reverse. It has all been frustrating. All could be avoided if endorsement by the pharmacist was automatically accepted on all occasions on which it was found to be necessary. One would have thought that professional endorsement would be unquestioned. There is, after all, a perfectly adequate check by sampling.

Mr Hemingway was instrumental in acquiring some of the assets of Amber Pharmaceuticals Ltd in 1952, thus launching APS. Although unwell for several years, he insisted on attending his office and served the company he had steered through many difficulties right to the last.

Phipers: On January 1, Dr R. F. Phipers, BSc, PhD, FRIC, aged 64, assistant to the director of veterinary research, the Wellcome Group. From 1939 at the Cooper Technical Bureau in Berkhamsted, Dr Phipers played an outstanding role as an organic chemist in studies on derris and other rotenone products. Later he was concerned in the development of the synthetic insecticides and in the various applications of African pyrethum. In 1958 he became head of the research group of Cooper, McDougall & Robertson Ltd and was responsible for the setting up of a synthetic chemical unit and the establishment of screening procedures in the search for new chemicals. In 1968, he was appointed head of the Cooper Technical Bureau.

Pitt: On December 26, at Axminster Hospital, Bernard Edward Pitt, MPS, principal of Bernard Pitt Ltd, 43 Queen Street, Seaton. Mr Pitt qualified in 1920.

News in brief

□ Delandale Laboratories Ltd have presented the school of pharmacy, Brighton Polytechnic, with a spectrophotometer in recognition of the department's help with various research projects.

□ Red Dye No 2 has now been banned by the US Food and Drug Administration, 10 days after publication of a study which concluded the dye was carcinogenic when fed to rats.

□ The index of retail prices for all items for December was 146.0 (January 1974 = 100), representing an increase of 1.2 per cent on November and of 24.9 per cent over the year, according to the Department of Employment who compile the statistics.

□ Two watercolours, Chelsea Reach and St George's Hospital, in the London Lord Mayor's Art Award Exhibition, were by Dr Allan Shepherd, son of Mr A. Shepherd, MPS, a retired publisher of *Chemist & Druggist*. The exhibition was held in the Guildhall Art Gallery.



We can't forecast weather...

**...but we can forecast whether
your next order for 'Tyrozets' will
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throats. Plenty of customers who will
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Each 'Tyrozets' Lozenge contains 1 mg tyrothricin and 5 mg benzocaine BP. Detailed information is available on request. 'Tyrozets' are indicated in minor mouth and throat irritations. ® denotes registered trademark.



Merck Sharp & Dohme Limited
Hoddesdon, Hertfordshire, EN11 9BU

New products

Babycare

Feeding bottle rack

Cannon Rubber Ltd have introduced a feeding bottle rack (£1.55) to their Babysafe range. Up to four bottles can be stored after washing and the base can be used to keep the Dormal caps, discs and teats. Made from ABS plastic, the rack is said to be easily cleaned, virtually unbreakable and has been designed to fit on top of the Babysafe steriliser unit (Cannon Rubber Ltd, Ashley Road, Tottenham, London N17 9LH).

Nusoft nursery wool

Nusoft nursery wool is the eleventh addition to the Nusoft baby range and its packaging, in keeping with the rest of the range, carries a picture of the nursery rhyme "Jack and Jill".

The nursery wool comes in two sizes, large (£0.37) and small (£0.18), but will be on offer at special retail prices of £0.32 and £0.15 until mid-February. The wool is a cotton/rayon mix and is available through ICML wholesalers in cases of 24 large and 48 small (ICM Ltd, Mallinson House, Chase Road, London N14).

Cosmetics and toiletries

In Step talc

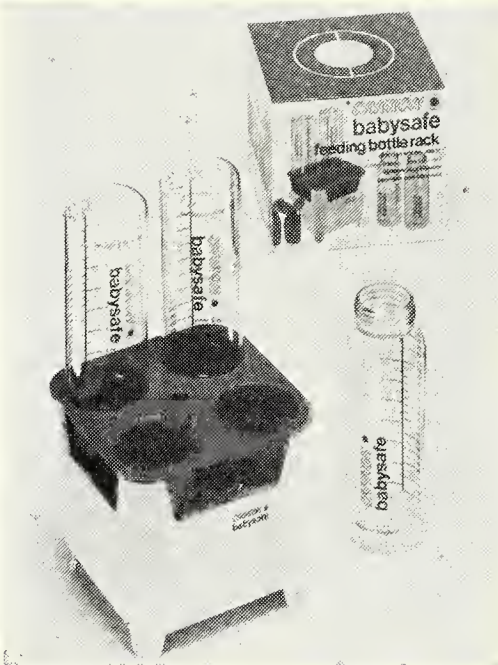
Optrex are introducing In Step foot deodorant talc (£0.34) and adding a new size deodorant spray (175g, £0.64) in early March. A new welded can has enabled the design to incorporate the Optrex logo and this year promotion will include a television campaign and display material including counter unit, floor unit, three unit display and product crownners, all conveying the advertising theme (Keldon Ltd, Wadsworth Road, Perivale, Middlesex).

Max Factor Spring additions

An egg-like presentation of perfumed Cologne concentrated spray in three fragrances is being launched by Max Factor in March, in time for Mothers Day and Easter. The "enchanted egg" (£2.50) has a clear glass bottle with the fragrance name screen in white for Aquarius, blue for Blasé and brown for Wild Musk and is packaged in window cartons—the Aquarius egg in a new silver and blue motive and Blasé and Wild Musk in their familiar colours.

Four frosty shades have been added to the Lip Potions range of roll-on lip shiners: Iced Frost, Coral Frost, Rose Frost, and Bronze Frost (£0.60). There is also an addition to the transparent range—fresh lemon flavoured Lip Potion (£0.55).

California nail colour (£0.52), formulated for harder wear, is being introduced in six shades to complement Spring fashions: Virginia Pink, Orange Olé, Sugar-sweet, Red Frost, Red Fanfare, and Viva Sherry. Presentation is in a streamlined



version of the original bottle, which will be extended to the whole collection.

A "revolutionary" new mascara applicator, brush and comb mascara (£0.80), combines a comb to curl and colour the lashes, a brush to fluff and separate them, and a tiny roll-on wand. The makers say it is "waterproof, tearproof and weatherproof" and comes in black, brownish-black and brown (Max Factor Ltd, 16 Old Bond Street, London W1X 4BP).

Bronnley Easter eggs

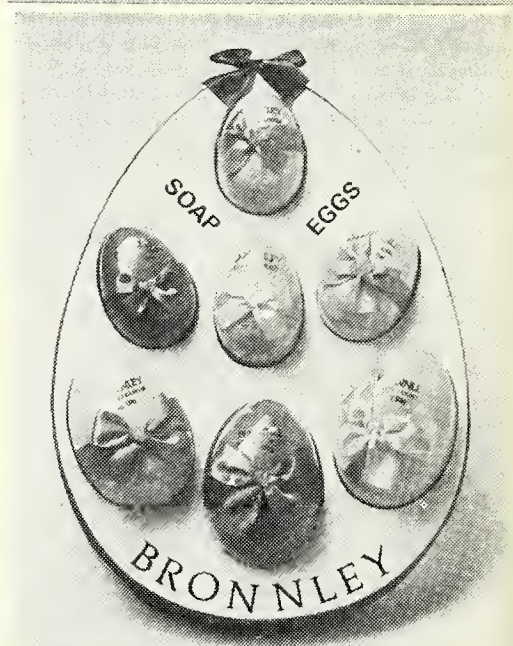
Ready for the Easter trade, Bronnley are introducing marbled soap eggs (1½oz) in a Cellophane pack (£0.85). Fragrances are keyed to five different colours: rose geranium (pinks), English fern (greens), lemon verbena (gold) and lavender (mauves and blues).

An egg-shaped free-standing display unit, to draw attention to a selection of Bronnley soap eggs in various sizes and colours, is also available for the Easter market (Bronnley & Co Ltd, 10 Conduit Street, London W1R 0BR).

Electrical

Dry and style hair set

Sperry Remington's Lady Remington hair brushing set comprises a fan-assisted drier with 300 watt drying action equipped with a range of styling attachments and swivel cord connection to eliminate flex tangles. The new set (£14.95) is designed in beige with dark brown accessories, which include a circular brush to assist drying of longer hair, radial brush for upward and outward



end-curling on shorter hair, and snap-in comb. Silver display packaging shows full-colour illustrations of models using the styler (Sperry Remington Consumer Products, Apex Tower, 7 High Street, New Malden, Surrey).

Prescription specialities

OROVITE 7 granules

Manufacturer Bencard, Great West Road, Brentford, Middlesex

Description Each 5g sachet contains vitamin A palmitate 2,500iu, vitamin D, 100iu, thiamine mononitrate 1.4mg, riboflavin phosphate sodium 1.7mg, pyridoxine hydrochloride 2mg, nicotinamide 18mg, ascorbic acid 60mg

Indications Vitamin preparation for patients whose daily nutritional requirements may not be met, eg the elderly, growing children

Dosage Adults and children over five years, one sachet daily in water

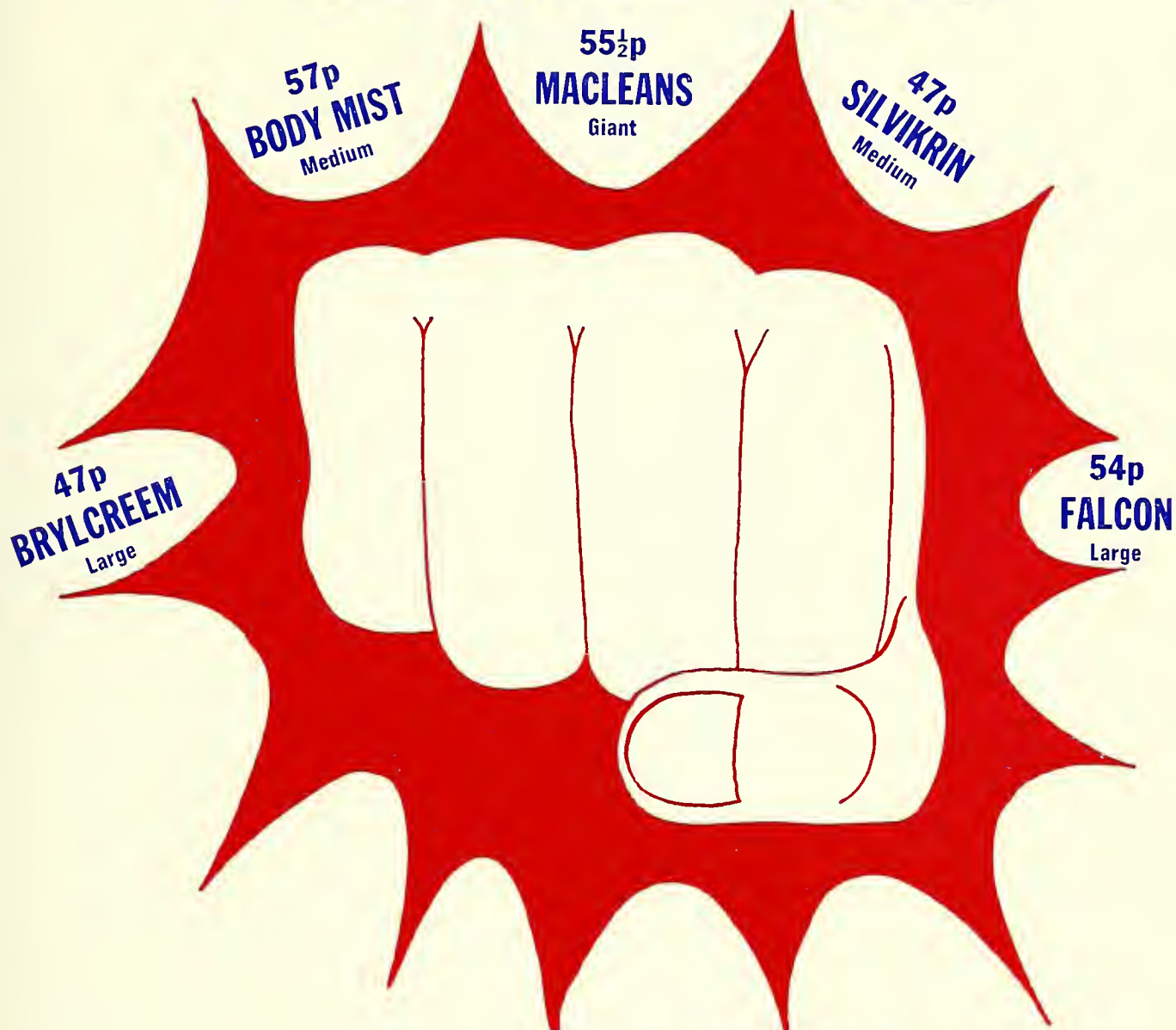
Precautions Care with levodopa therapy which may be antagonised by pyridoxine

Storage In a cool dry place

Packs 20 sachets (£1.20 trade)

Issued January 1976

SANGERS WITH BEECHAMS ATTACK INFLATION



FIRST ASSAULT

THESE ALL TO RETAIL AT **36_p**

PRODUCT	SIZE	PACK	NORMAL		SANGERS Offer Price	
			Trade	R.S.P.	Trade	R.S.P.
BRYLCREEM	Large	12	3.91	47p	3.26	36p
BODY MIST	Med	6	2.37	57p	1.63	36p
MACLEANS TOOTHPASTE	Giant	6	2.31	55½p	1.63	36p
SILVIKRIN HAIRSPRAY	Med	6	1.955	47p	1.63	36p
FALCON HAIRSPRAY	Large	6	2.25	54p	1.63	36p

BONUS PRICES AVAILABLE 1st—29th FEBRUARY

ALL PRODUCTS SUBJECT TO AVAILABILITY

Ativan packs

Wyeth Laboratories, Huntercombe Lane South, Taplow, Maidenhead, Berks SL6 0PH, have announced that the 525 pack of Ativan 1mg tablets is currently unavailable because of a temporary shortage of suitable packaging materials. Current orders, say the company, will be converted to an equivalent quantity of tablets in 105 tablet size packs of the 1mg strength. Notice is to be given when 525 pack stocks are replenished, but in the meantime all orders should be for the 105 x 1mg packs.

Lomusol refill pack

Fisons Ltd, pharmaceutical division, Loughborough, Leics, have introduced Lomusol refill pack (2 x 9.5ml bottles, £3.71 trade) in addition to the original starter pack.

Primolut N tablet markings

Primolut N tablets, from Schering Chemicals Ltd, pharmaceutical division, The Brow, Burgess Hill, West Sussex RH15 9NE, are now marked with "AN" in a regular hexagon.

Mastrite new pack

Wellcome Foundation Ltd, Ravens Lane, Berkhamsted, Herts, has announced that its iodophór veterinary teat dip Mastrite is now available in a "ready to use" form in 25l jerricans (£9.60). To introduce it the company is offering the pack at a discount of 20 per cent until March 31.

Elastoplast in plastic

Elastoplast Airstrip and fabric plasters are being relaunched in clear plastic cases with cardboard inner cartons. Display stands include a compact wire merchandiser, and a trade bonus will operate on initial orders.

Smith & Nephew Ltd, Bessemer Road,
Welwyn Garden City, Herts. will advertise



Special Spring-offer packs combining eau de toilette spray mist (52g) and handbag perfume spray (7.5g) in either Chantilly or Quelques Fleurs, are being offered by Houbigant Ltd, Salbrook Road, Salfords, Redhill, Surrey, while stocks last

on television with a £300,000 campaign featuring a dolphin. An introductory consumer offer of a set of nine first aid cards, printed on the inside of every cardboard inner carton, can be collected from all size packs of Airstrip and fabric plasters. Initially, the plastic packs will be sold into East Anglia, the Midlands, Wales and Southern England, Northern Ireland, and Eire; and later in the summer into the remaining northern areas of England and Scotland.

Sertin television campaign

Sertin vitamin C tablets are being advertised on both London television channels until February 15, with the theme of child acceptance—"Children don't always like eating the right food", says a young mother, "but they do like Sertin." Sertin was launched in October 1975 and Reckitt & Colman Products Ltd, Pharmaceutical Division, Dansom Lane, Hull, HU8 7DS, say London represents around 40 per cent of the potential vitamin market.

Babyfood brand loyalty bid

Gerber babyfoods are running a "moncy-spinners" promotion until March 29, with the aim of encouraging brand loyalty. For every 10 labels mailed in by the customer (minimum 30), the company will issue a 10p voucher redeemable against future purchases of Gerber babyfoods. Those who submit the maximum of 100 labels may enter a tie-breaking competition for a £100 prize. Gerber (UK) Ltd, Claygate House, Esher, Surrey, are providing leaflets and point-of-sale material.

Caroline nappies campaign

"New Caroline disposable nappies dry more than a baby's eyes" is the theme of a 15-second television commercial which will be featured in the Midland ATV region commencing January 24. The commercial highlights a simple product demonstration and it is hoped will reach 85 per cent of mothers in the midlands region.

who have babies or children under the age of 5 years.

Glaxo-Farley Foods Ltd, Torr Lane, Plymouth PL3 5UA, say that this region was selected for the television advertising test as it is considered large enough to give an accurate indication of the sales response on a national level. Because this schedule is a test, any future advertising spend for the brand will be justified on the basis of results.

The commercial will appear during 30 spots between January 24 and March 6—at a national equivalent of over £100,000, and will feature the pack of 20 nappies carrying the consumer offer of a teddy bear at a reduced price.

Vichy television campaign

"Unsolicited testimonials" from satisfied users of Vichy will be featured in commercials to be shown in Wales west, south-west, Channel Islands and midlands television areas from January 29. Continuing until the end of March, the advertisements will show women from all walks of life and age groups, with varying skin care requirements. To tie in with the campaign an "As seen on TV" showcard is available to chemists from Vichy (UK) Ltd, 1 Hay Hill, London W1X 1LF.

Piz Buin advertise

A four-page colour feature for the Piz Buin range of sun and skin-care preparations will be appearing in *Vogue* in May. Later there will be advertising in the *Sunday Times* and colour spaces in *She*, *Harpers & Queen*, *Cosmopolitan* and *Honey*. UK distributors are Jean Sorelle Ltd, Piz Buin Sales Division, 117 Great Portland Street, London W1N 6AH.

Max Factor promotion

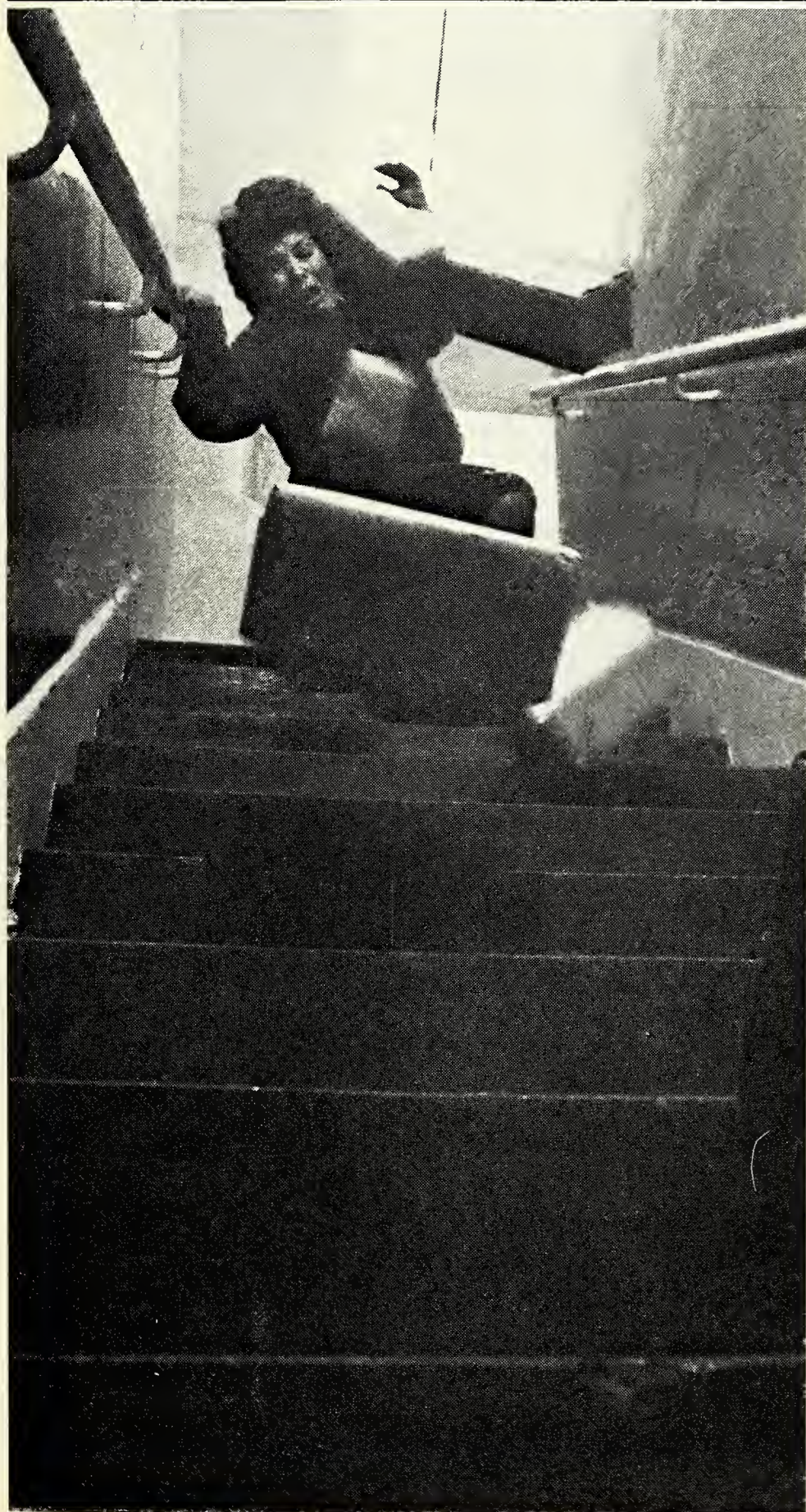
For sale from February, for a limited period, a 27g trial size (£1.15) uncartoned Blasc perfumed Cologne concentrated spray is being offered by Max Factor Ltd, 16 Old Bond Street, London W1X 4BP.

Continued on p108



Four more varieties—Nigella, annual Chrysanthemum, Lavatera and Cornflower—have been added to the children's 'bubble' packs of seeds (£0.15) by Carters Tested Seeds Ltd, 67 Hatton Garden, London EC1

ONE SLIP COULD LAND YOU IN COURT.



Under the new Health & Safety at Work Act stringent new responsibilities are imposed on employers for safeguarding staff and customers alike.

In some cases there could be criminal liability for hazards which might include badly stacked goods, unguarded machinery, blocked fire exits, uneven floors...

Among new DITB training aids is a first aid kit on Health and Safety at Work—a booklet guide to the new Act entitled "Don't Forget HASAWA" (which will be sent free to all DITB levy-payers), a set of 35mm slides entitled "HIDDEN DANGERS" and a VIDEO programme on Philips cassette or Sony U-MATIC cartridge entitled "Health & Safety".

You can obtain any or all of these aids by returning the coupon below.

You know training pays



SEND FOR THESE VITAL TRAINING AIDS NOW!

To: Information Division, DITB, MacLaren House, Talbot Road, Stretford, Manchester M32 0FP.

Please send me

☐ copies of booklet "Don't Forget HASAWA" at 35p (or in bulk at £33 per 100)

☐ 35 mm slide pack "Hidden Dangers" at £16.20 inc VAT

☐ Video Programme "Health & Safety" on

☐ Philips cassette ☐ Sony U-MATIC cartridge each £32.40 inc VAT

NAME _____

ADDRESS _____

Cheque For £ _____ ENCLOSED

Distributive Industry Training Board



Trade news

Continued from p106

Poise to go national

The sole UK distributorship for Poise Duoplan has now been taken over by Empress Marketing Ltd, 26 Rochester Place, Camden Road, London NW1 9JR, and its associates Devoncure Ltd, 99 Robin Hood Lane, Hall Green, Birmingham. The company are planning a £200,000 television advertising campaign to launch the product nationally.

The slimming aid was test marketed in London last summer (*C&D*, September 13, 1975, p352) with a £40,000 television campaign, and later extended to the Trident area. The company claim that Poise has moved into the number two brand share position in the test area, achieving sales 40 per cent above target. The overall market is estimated at around £12.5m. Empress say they are offering "better than average margins" on the product and are supplying to major wholesalers.

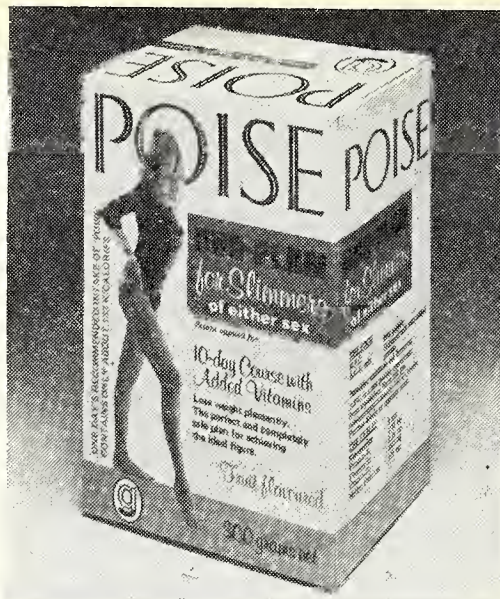
The large scale television-only campaign—which uses 15 and 30 second advertisements—breaks on January 30 when four spots are planned for that night in the London area. Advertisements are then to be shown in the London and Trident areas from February 1 to February 21. The national launch is planned to coincide with national television advertising which begins February 29 and runs through to March 14. Overall, it is estimated that 85 per cent of the population will see the commercials up to eight times.

Polaroid's sale promotion

A "January sale" promotion is being offered to dealers by Polaroid (UK) Ltd, Ashley Road, St Albans, Herts AL1 5PR.

Retailers are encouraged to advertise in their local Press special offers of Super Swingers at half price, Colour Swingers at £2 off, and a saving of £20 on the SX70. Polaroid are offering retailers running the promotion free films to offset advertising costs when they submit a tearsheet of their advertisement, and the company also promises film and camera accessories to support the special offers. Display material, including a "camera sale" window banner is available.

Linking with national television advertising, new point-of-sale material for Anadin consists of showcard, shelf-talker, and slip-in card for the '20's' display outer. Available from International Chemical Co Ltd, Chenies Street, London WC1E 7ET



Soquette repackaged

Barnes-Hind Ltd, Holbrook Street, Swindon, Wilts SN1 1BZ, have repackaged Soquette storage and soaking solution for hard contact lenses. The cylindrical bottle has been replaced by an "easy-to-handle" oval bottle (120 ml, £0.46 trade) and the package includes a free Disposakit to help avoid build-up of harmful bacteria in the storage case.

Andrex and Fiesta promotion

An Andrex television campaign by Bowater Scott Corporation Ltd, Bowater House 68 Knightsbridge, London SW1X 7LR, will be covering all regions except Scotland with over 200 spots until February 8. Two alternating "puppy" commercials will emphasise the length, softness and strength qualities of Andrex, for which the makers claim a third of the toilet tissue market.

The two roll pack of Fiesta Kitchen towels is currently flashed "at least 2½p off recommended price". Fiesta is said to lead the £18.2m kitchen towel market, followed by Scott towels, with a combined share of 39 per cent.

Pears 'family' size

Elida Gibbs Ltd, Hesketh House, Portman Square, London W1A 1DY, are making Pears transparent soap available in a new "family" size (£0.24).

Nativelle preparations

Lewis Laboratories Ltd point out that we were wrongly informed concerning the distribution of Nativelle products (*C&D*, January 3, p12). The distribution is being carried out by Lewis Laboratories Ltd, Lavender Walk, Leeds LS9 8JG, and not as previously stated.

Numark (February) promotion

The next Numark promotion, February 9-21, will include: Silvikrin shampoo, Nikini pads, Radox salts, Johnsons baby powder, Ribena, Body Mist, Grecian 2000, Lady Grecian 2000, and Silvikrin hairspray. Promotional material will continue with the "money saver" theme.

Optional "extras" are Bonjela, Night Nurse, Phillips tonic yeast, and Angiers junior aspirin. Independent Chemists Marketing Ltd, Mallinson House, 321 Chase Road, London N14 6JN say that the likely products for March 8-20 will be Sunsilk hairspray, Kleenex for Men, Mum rollette and refill, Imperial Leather soap and Elastoplast.

Sangers' Beecham offers

Sangers are combining with Beecham Toiletries during February in a series of special offers covering Brylcreem (large), Body Mist (medium), Macleans toothpaste (giant), Silvikrin hairspray (medium), Falcon hairspray (large). Each offer is to sell at £0.36. Details elsewhere in this issue.

Apocaire offers during February are on: Farley's, Sunsilk hairspray, Panty Pads, Kleenex, Gillette super silver and platinum blades, Andrex, Style, Ultrabrite, Imperial Leather, Colgate, Wella herbal shampoo, Sunsilk shampoo, Airstrip, and Pearl Drops. Available from Sangers Ltd, 225 Oxford Street, London W1.

Unichem February offers

Unichem offers for February are: Adorn hairspray, Airbal and Airbal refill, Alberto Balsam conditioner, Alberto Balsam shampoo, Angiers junior aspirin, Aphrodisia 33 starter pack, Body Mist, Efferdent, Elastoplast spool plasters, Elnett hairspray, Gillette GII cartridge, Gillette techmatic cartridge, Glucodin, Harmony hair colourant, Hiltone lightener, shades and toners, Radox liquid, Kotex Simplicity, Kotex Simplicity Sylphs, Listerine, Macleans toothpaste, Nivea cream, Radox shower-fresh, Rightguard deodorant, SR toothpaste, Super Matcy, Wella conditioner, Wilkinson Sword bonded razor, Rightguard antiperspirant and, for six weeks commencing mid-February, the following are offered: Kemval range and selected major lines of drugs and galenicals and bulk tablets. Details from Unichem Ltd, Crown House, Morden, Surrey.

Bonus offers

Fenning Pharmaceuticals, 86 Hurst Road, Horsham, Sussex RM12 2DT. Fennings soluble children's cooling tablets. One free box with every counter dispenser box of 20 packs.

Kodak Ltd, PO Box 66, Kodak House, Station Road, Hemel Hempstead, Herts HP1 1JU. Tele-Instamatic 330 camera outfit. Extra 5 per cent discount on orders for five or more until April 15.

on TV next week

Ln—London; M—Midlands; Lc—Lancashire; Y—Yorkshire; Sc—Scotland; WW—Wales and West; So—South; NE—North-east; A—Anglia; U—Ulster; We—Westward; B—Border; G—Grampian; E—Eireann; CI—Channel Island

Andrex: All except Sc

Buttercup cough syrup and sweets: M, Lc, Y, NE, B

Crest toothpaste: All except Y, NE, We, G, E, CI

Pears Lasting Care: All except E, U

Pears shampoo: All except E, U

Poise: Ln, Y, NE

Rinstead pastilles: All areas

Sertin vitamin C tablets: Ln

Seven Seas: Sc, A

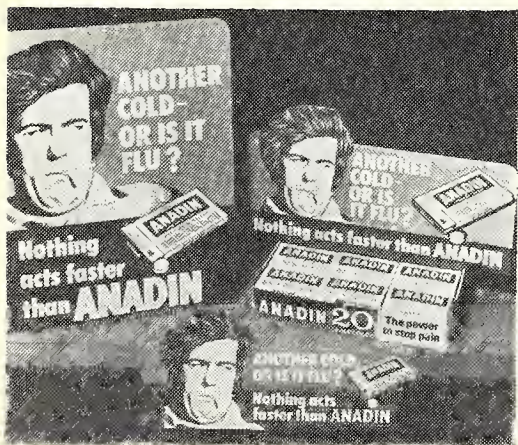
Signal: All except E, U

Slender: All areas

Sunsilk shampoo: All except E, U

Three Wishes soap: All except E, U

Vichy skin care: WW, We, CI



BALANCED PROFIT

Competitive Prices

Increased Sales



Faster Stock Turn

Improved Net Return

APOCAIRE VALUE!



* BETTER PRICES * DISPLAY CARDS

* PRIZE POINTS *

PLUS! 15% OFF APOCAIRE COUNTER BAGS

FULL DETAILS SUPPLIED BY YOUR SANGERS BRANCH

ALL PRICES AND PRODUCTS AVAILABLE AT SPECIAL PRICES

1st - 29th FEBRUARY 1976 SUBJECT TO AVAILABILITY

Europe's No.1 sun product is turning on the heat.

Piz Buin has been the biggest name in sun and skin-care preparations all over Europe for some time. This year, with the U.K. market hotting up, Piz Buin is furthering its promotional campaign and looking for maximum sales.

The Piz Buin 1976 Advertising Campaign kicks off in May with a spectacular 4 page colour feature in Vogue Magazine. This is followed by more full-colour spaces in She, Harpers & Queen, Cosmopolitan and Honey. Plus additional advertising in the Sunday Times.

This year, more than ever, Piz Buin means business. And the big range means profits for you. It's going to be a hot summer in more ways than one.

Official suppliers of Sun Protection Products for:
1975 - Everest Climb "South West Face Expedition"
1976 - Olympic Skiing Championships



PIZ BUIN

Order now from sole U.K. distributors: Jean Sorelle Limited, Piz Buin Sales Division, 117-123 Great Portland Street, London, W1N 6AH Telephone 01-636-8677

Letters

Reds on the bed: let proprietors beware

Yes, there they are, plain for all to see, actively engaged in the rape of private pharmacy as we know it today. Do not be deceived by the "pussy-foot" approach of Messrs Thomas, Blum and Davidson. Ignore their blandishments and spurious assurances; listen not to what they say but look where they would lead you.

They are intent on the complete "socialisation" of pharmacy and the eventual obliteration of the private sector, which is an anathema to them and all good socialists. The increased costs to the taxpayer and the interests and convenience to the patient are but secondary considerations, when weighed against the political principle of nationalisation. The trap is baited with veiled promises of remuneration beyond dreams of avarice, and where will it lead you? The answer—into a small compartment of a very large union and there will be no way back again.

Influence diluted

If the proprietor pharmacist can be persuaded, cajoled or coerced into a union where he has one vote alongside the employee with an equal vote, his influence can first be diluted and, finally, swamped. The fact that the proprietor pharmacists were the founders of the profession, the fact that they have sustained the profession with their private capital for more than 100 years, the fact that they are currently subsidising the Health Service by compulsory loans at great personal inconvenience, the fact that they can only provide for retirement by their own efforts and the value of their business—these and many similar facts will be brushed aside, when it becomes apparent that many small pharmacies (and their proprietors) are expendable, in the pharmaceutical millenium heralded by messiahs Blum and Thomas.

In his recent interview with *C&D*, many of Mr Davidson's remarks could be construed as criticism of USDAW, the union which currently represents all employees in retail pharmacy. Speaking as a member of the JIC for retail pharmacy, I happen to know that USDAW performs very well on behalf of those it represents. But it shows a very real understanding of the special problems of pharmacy and also adopts a responsible attitude to the national economic background.

Which leads me to another point. I do not believe that ASTMS has suddenly developed an attack of altruism on behalf of pharmacy but I do believe that ASTMS is not averse to enrolling a few members at the expense of USDAW and that pharmacy is, to some extent, being used as a political pawn in an inter-union power-struggle. Nor did I like the way in which Mr Davidson brushed off the problems of health centres as being of little importance.

Still less did I like his bland statement that the union would be happy to enrol proprietor pharmacists (take their subscriptions) but if an employee-employer dispute arose, the full weight of the union would be used against the unfortunate employer. Can you imagine a better illustration of "Heads I win, tails you lose"? Again, Mr Davidson speaks of improving remuneration when he knows that for the immediately foreseeable future, personal incomes of all kinds are likely to be subjected to legal restraints and I doubt that ASTMS can find a way round that any more effectively than the Central NHS Committee.

Of course, if ASTMS acted on behalf of retail pharmacy in addition to the Medical Practitioners Union and many of the hospital workers, it could apply a stranglehold to the Health Service and hold the nation to ransom, but I doubt that the big union would do that on behalf of little retail pharmacy. In any case, I consider it morally wrong to assist any union to attain that degree of power and from recent history we know what damage can be done to professional standing by that sort of action.

Speaking from a wealth of Health Service experience at local and national levels, I believe the interests of both patient and taxpayer are best served by a wide spread of privately-owned pharmacies, in health competition. As a firm believer in private enterprise, much of the pleasure I derive from my work is the knowledge that customers come to my pharmacy because

they *choose* to do so, because they have confidence in the professional advice and service which they would receive. The thought of managing a State-owned pharmacy, which customers attended because there was no alternative, would destroy much of my pleasure and indeed I would find it intolerable, no matter what the remuneration might be.

Private pharmacy may not be big business, but it can be satisfying. The organisations which represent and control us may not be heavily muscled but they have their successes—and they are firmly under our electoral control. Great size appears to be fashionable, but it is not everything. Dr Schumacher, economic adviser to the Coal Board, took a long hard look at it, in an eminently readable book and he came to the conclusion "small is beautiful".

Donald Royce
Pontyfract

[Mr Royce is vice-chairman of the National Pharmaceutical Union—Editor.]

Check blank!

I enclose a copy of a prescription where we were expected to read the doctor's mind. He, of course, did not have the courtesy to phone us for the name of the mixture he could not remember.

Clairvoyant

[The prescription calls for "Mist x 300cc as before"—and it appears the doctor countersigned for the correction in advance!—Editor.]

Oedema treatment without drugs

A device which could reduce the incidence of post-operative deep vein thrombosis, and which could also be used at home instead of drugs to treat limb oedemas in a variety of diseases, was demonstrated last week.

Flowtron-Aire Ltd, 5a Lye Trading Estate, 131 Old Brentford Road, Luton, Bedfordshire LU2 4BR, has developed the device over the past few years, and it is currently used in many hospitals in Britain. The basis of the system is controlled intermittent compression and deflation—cycle time 2-4 minutes—by use of a special air pump and garment; it is thought that it aids drainage of oedema and thus pro-

motes better nourishment of wounds. The system has also undergone trials in a general practitioner unit of a Kent hospital for such conditions as calf pump failure and varicose ulcers; almost all the patients there brought their own equipment after using it for a trial period of a month.

On receiving an inquiry from a member of the public, the company tells them to contact their own general practitioner, and the equipment—about £65 for the pump and one pair of garments—is sold direct on an order through the doctor. However the company may extend its method of distribution to include pharmacies if the system gains more widespread acceptance.



The doctor fits the boot of the intermittent compression equipment to a patient's swollen leg while the nurse adjusts the pump

1976 – viewed from Mallinson House

Mr T. P. Astill, deputy secretary, National Pharmaceutical Union, has recently spoken to local meetings about the prospects of the current year being a "happy" one for pharmacy—and general practice in particular. Among his points are the need for the pharmacist to value his own services more highly (a £3 professional fee?), the effects of legislation (the CDA subscription forced up?) and the implications of trade unionism. The following is an extract of Mr Astill's paper as delivered in Glasgow.

If you were to ask any randomly selected sample of pharmacy proprietors to identify their biggest problem, a majority would undoubtedly say "money (or the lack of it) in general and NHS remuneration in particular".

But over the last decade and a half, pharmacist contractors' pay in gross terms has more than kept pace with inflation. This has been true until very recently when just about everyone in both public and private sectors has begun to feel the effects of the 25 per cent plus inflation. In net terms, NHS remuneration has increased faster than the general index of wages showing quite clearly that, with nothing more than force of argument on their side, the negotiators have succeeded in sustaining a real growth in pharmacists' incomes in both absolute and relative terms.

In the fiscal year 1973-74 Scottish contractors received gross payments amounting to £26.3m. In the next fiscal year this rose by £9.2m to £35.5m—an increase of 35 per cent. During that period prescription numbers increased by 5.9 per cent. Interim payments negotiated by the Standing Committee are currently 7p per prescription. This will probably mean that when the results of the recent inquiry are known there will be little by way of retrospective payment which means that you are getting the money now rather than next year and the year after when inflation and capitalisation costs have eaten into it.

In step with costs

Remuneration, supported by the sliding scale on-cost and interim payments, has kept pace with rising costs. In September 1973 the net income (fees and on-cost) of Scottish contractors was 24.783p per prescription. Two years later, in September 1975, the fees and on-cost and interim payments had risen to 37.672p per prescription—an increase of more than 52 per cent during a period when the retail price index rose by 48.2 per cent. At the same time there have been large increases in rota and urgent fees.

Please do not think that I am in any way complacent. The money paid to pharmacists for carrying out an essential, responsible and often difficult professional job is less than is paid to most other professions by the State. My personal view is that no private prescription should carry a professional fee of less than £1.50 in addition to the raw material costs and profit margin. I think a reasonable average

fee would be nearer £3 than the 36p recommended by the Society for most preparations. I do not blame the Society for the fact that their recommended scale is so low—I blame pharmacists in general for grossly undervaluing their professional service and expertise. If pharmacists were to place an appropriate value on the job they do, it would be very much easier to persuade the Government to do so.

I am in no doubt that 1976 will be a difficult year for anyone trying to prise more money out of the Government, but especially for pharmacists' negotiators who, by the very nature of things, have nothing but force of argument and persuasion at their disposal. There is no filing cabinet drawer at Mallinson House or York Place full of signed un-dated letters of resignation from the Health Service. And do not forget that we are in direct competition with all demands on the national budget.

On average, pharmacies now derive about 55 per cent of their turnover and, hence, their income from NHS dispensing. That is a great many eggs in one basket and it affects chemists both adversely and beneficially. The pharmacist's near monopoly in NHS dispensing has protected him from the fate of nearly all other independent retailers. Look along any high street and what do you see? The same national multiples and a selection of lesser multiples which are mostly owned by big multiples. Shopping is becoming a deadly bore—a question of in and out of the checkouts as quickly as possible.

But despite this apparent backbone to the pharmacist's livelihood, his reliance on NHS dispensing does, paradoxically, have the effect of making him especially vulnerable to any interference with the source of NHS prescriptions, such as the concentration and movement of doctors into health centres and group practices. What can we do about it?

Planned service doubt

Ultimately the answer must be a completely planned pharmaceutical service, with control over the opening of pharmacies vested in an independent body having access to all interested voices. But this smacks of monopoly and protectionism, both of which are anathema to the present Government unless, of course it is the government that has the monopoly and is being protected. The main political opposition parties are hardly less strongly opposed to it and it therefore seems that

planning of the pharmaceutical service might well have to wait until pressure of public opinion is strong enough to force the Government's hand. And that will probably be too late to salvage pharmacy in many areas where it is essential for the needs of the public—the Secretary of State for the Social Services is firmly convinced that the salvation of the Health Service lies in building health centres with pharmacies in them. Unless the building programme is curtailed by Government economies, more than two thirds of NPU members will be affected by health centres within the next five years.

As I see it, the health centre problem is unlikely to be solved during 1976. At best, it will be held in abeyance pending an improvement in the country's economic position and will then get worse as more health centres and group practices are established. The bodies representing pharmacy must lose neither time nor opportunity in impressing on the Government the need for a sensible solution to the problem, in the public interest.

Legislation

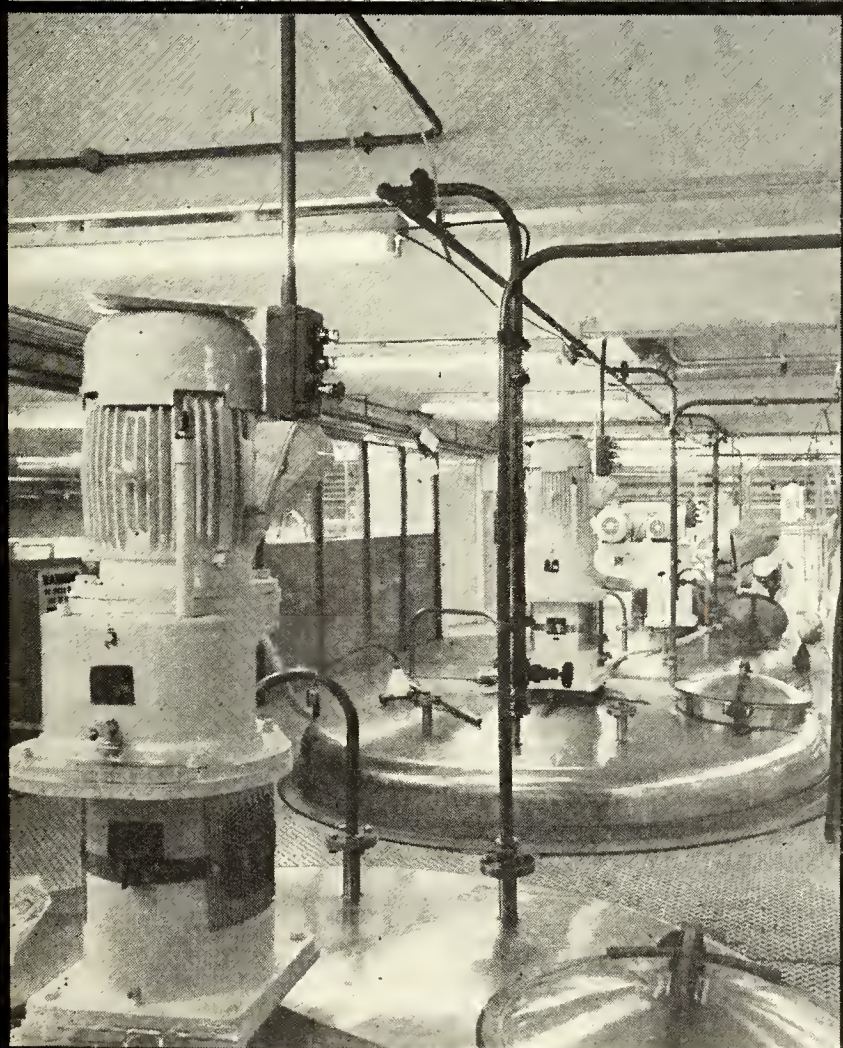
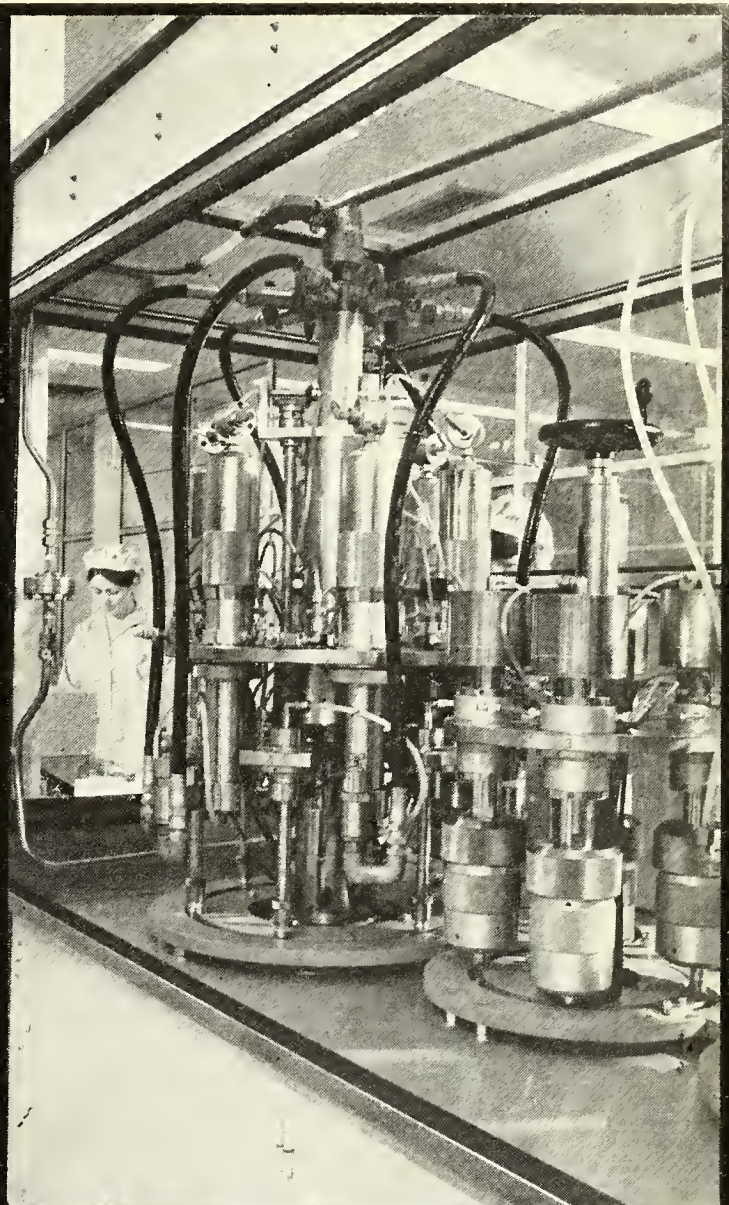
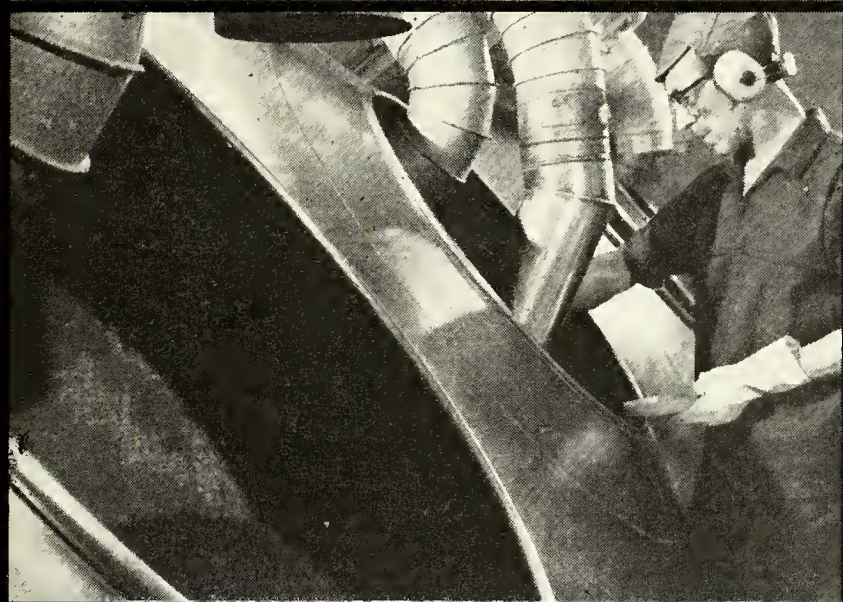
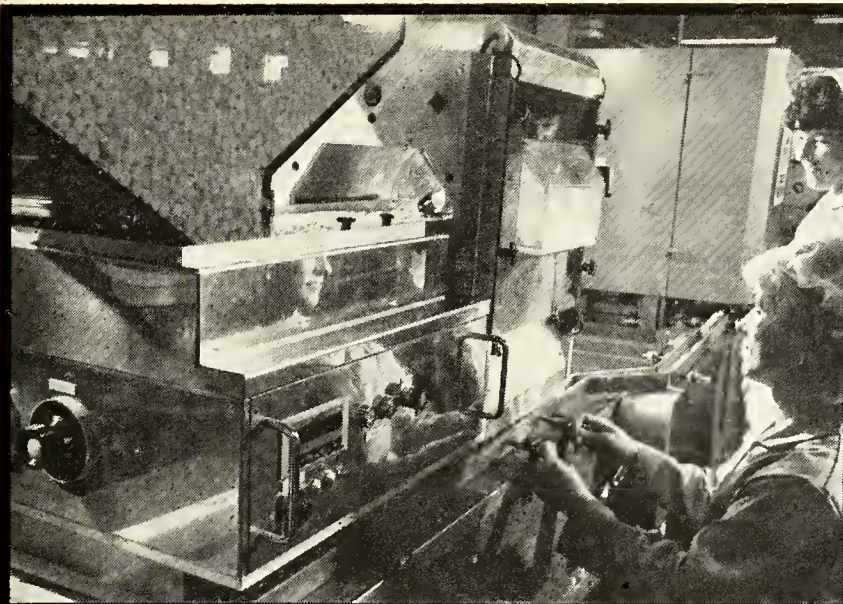
In the last three years, twenty-one major statutes have been passed or brought into force which, wholly or in substantial part, have a direct bearing on the activities of retail pharmacists. Three in particular are going to make their presence acutely felt during 1976.

The Employment Protection Act has conferred on trade unions the right to be recognised by an employer, it gives women rights to maternity pay and maternity leave. Women who leave work to have a baby will be entitled to ask to have their job kept for them for up to nine months, and if they are sacked they will be entitled to substantial compensation. Every worker must now be given, in writing, the reason for his dismissal and the title of his job and he must be given a written statement of his terms of employment more quickly and in greater detail than before. Anyone who is sacked unfairly will be entitled to compensation not only for loss of wages, redundancy payment rights and the like, but also for his hurt feelings and loss of status.

Last year the Chemists' Defence Association paid out thousands of pounds in legal costs to help NPU members who were required to appear before industrial tribunals to answer claims for compensation for unfair dismissal. Now that the rules and potential pitfalls are to be extended, I would not be in the least surprised if this item alone gave rise to a need to increase the CDA portion of the NPU/SPF subscription.

The second piece of legislation is the Medicines Act less than half of which is yet in force. Draft labelling regulations were circulated for comment as long ago as December 6, 1974. All the major pharmaceutical organisations, including the NPU and the Society, submitted comments—all clear, reasoned and constructive. Since then there has been complete silence. Why should manufacturers be left not knowing whether the thousands of pounds they are spending on labelling machinery will be wasted? Why should chemists have to order new labels by the

Continued on p114



Evans

A trusted name in modern medicine

Evans are big, with a range of 1500 products, an output of 1500 million tablets a year and worldwide exports.

Evans are long established, with experience that goes back to the time of Waterloo.

Evans are modern, with the latest machinery and the strictest methods of quality control.

Whenever you or your customers need Standard Drugs, it's as well to put your trust in such safe and experienced hands.

Evans

Evans Medical Ltd., Speke,
Liverpool L24 9JD. Tel 051-486 1881

Forecast for 1976

Continued from p112

hundred rather than the hundred thousand in case they have to get them all re-printed? Why should we not know whether NPU dispensing bags are about to become obsolete? Why the secrecy and why the delay? More important perhaps is the delay in announcing the final form of the "prescription only medicines list" and the "general sale lists". The consultative versions of these lists were published in mid-1973 by the Department.

Re-label, re-fit, re-learn

I suspect that sometime during 1976 regulations will be published which will require us to re-label all our medicines, re-fit many of our pharmacies and re-learn all our medicinal poison laws. But the Ministers and Department officials, like pregnant schoolgirls, are staying miserably quiet about all of it. I wish they would at least let us know whether or not they intend to proceed with this legislation or whether they have decided to drop it. The silence is causing expense, inconvenience, embarrassment, annoyance and frustration.

The third piece of legislation is that in which the West Midlands Metropolitan Council is seeking, amongst other things, power to engage in trade, especially retailing. This is an insidious, pernicious, piece of legislation which if enacted would enable the Council to open shops (including pharmacies which are specifically mentioned) and generally compete with the existing consumer services in (and to an extent outside) its area. There would be no requirement that the Council should make a profit nor even that it should break even and it seems at least probable that in some areas of retailing, including pharmacy, ratepayers' money could be used as a subsidy. Thus not only would traders be put out of business but they could well be forced to contribute through the rates to their own demise.

Already we understand that other local authorities are interested in gaining similar powers and I regard it as amongst my most urgent priorities to fight this Bill and kill the "municipal trading" parts of it. The NPU is already committed, with half a dozen other major trade organisations, to opposing the Bill in the Committee stage where opponents can be heard through Parliamentary counsel. This will cost money and the NPU Executive Committee will be considering later this month whether to ask all NPU members to contribute to a fighting fund. It is also essential that every Member of Parliament is made aware of the strength of feeling against this Bill. NPU members in the West Midlands have already contributed significantly by assisting in the collection of 200,000 signatures on a public petition which will be presented to Parliament. We

shall be asking all NPU members to write to their MPs asking them to oppose the Bill. If we fail, 1976 could well turn out to be anything but a Happy New Year for pharmacy.

In dealing with the entry of the unions (especially ASTMS) into pharmacy I believe that the pharmaceutical press has gone completely overboard. The Union and the handful of retail pharmacists connected with it have had publicity far beyond their importance.

I must say two things about ASTMS. First is the simple fact, which so far seems to have been ignored by all commentators and correspondents, that trade unions are, to quote the statutory definition, "organisations of workers". Any employer who succeeds in joining a union is therefore likely to find himself, before long, doing battle against his own union which is seeking to represent both him and his employees in negotiations. I cannot see how, in such a situation, the union could succeed in claiming a certificate of independence, as it must do under the new Employment Protection Act before it can use the Act to insist on recognition.

Secondly I must emphasise to anyone contemplating joining the ASTMS that they will be joining a self-proclaimed political organisation. I do not for one moment blame the Union for having a political bias or political aims; what I do object to most strongly is the claim by some people associated with ASTMS that it is possible to join its ranks without political commitment and without any sacrifice of professional independence. It is simply not good enough to say: "You need not contribute to our political fund unless you wish to do so". I predict that trade unions will contribute little towards making the year 1976 a happy one.

Imaginary conflict

A bone of contention to some likely to rumble with greater or lesser ferocity during 1976 is the largely imaginary conflict between commercialism and professionalism. The pot has been kept gaily on the boil by the Co-op and more recently by Boots, both of whom seem content to thumb their noses at the Council in general and its Ethics Committee in particular. I look forward with interest to hearing the Council justify the continua-

tion of advertisements bearing the words "family care pharmacy" in the light of its repeatedly published condemnation of "Care chemist" in almost the same context!

I wonder how many of the people who crave "professional status" have ever stopped to think what they mean by the expression. What is it that they are really after? Money? Respect? With many of them I suspect it is little more than class consciousness: a feeling that there is something infra-dig about selling things and making a profit. With some I suspect it is a longing for the days when pharmacy and medicine were practised in an aura of mystique and secrecy that gave the practitioner a feeling of superiority over the common herd who were not in the know.

Favourite definition

Try to define "a profession". Has *your* definition got anything at all to do with advertising, or the use of the word "chemist"? I doubt it. My favourite definition is that of Lord Gardiner who, when he was Lord Chancellor, said: "The only definition of a profession I know is that it is an occupation in which those who follow it are always giving advice contrary to their own interests".

I think the pharmacist epitomises this. But he is often able to do so because he engages in retailing. It is the very fact that there *might* be a conflict between the patients' interests and those of the pharmacist, that brings home to the public the pharmacist's professionalism. The patient knows, every time he is advised to go and see the doctor rather than buy a medicine, or every time he is advised to buy a small quantity of medicine rather than a large, that the advice has come from a truly professional person acting in accordance with the highest ideals of his calling.

For economic, if for no other reasons, pharmacists *must* engage in retailing. Equally, in my view, they must bring the same degree of care and expertise to their retailing activities (which are, after all, far more easily assessable by the public) as they do their pharmaceutical ones. In other words, whatever you do for the public, do it well. The profession is its own shop window; it will be judged according to its display and, no doubt, accorded the status it deserves during 1976.

Drug Tariff 'borderline' list

The Department of Health has published a new edition of the Drug Tariff which has been revised to conform with the international system of units.

The revision also incorporates a new section on borderline substances, and previously-notified changes in professional fees—with a new class 1A for oral contraceptive drugs—and new fees for the oxygen therapy, containers and rota service. The following lists—Part IV proprietary preparations with a common pack, Part VA standard drugs and preparations, and Part VD, BNF preparations available only as proprietaries—have been revised to take into account previously notified changes which have occurred during 1975, with references to coating and colouring

retained only where the Tariff requirements differ from official monographs.

The Part VI approved list of appliances is printed in new type faces with a revised layout, with the elastic hosiery entry incorporated into the main alphabetical list. Specifications for zinc paste bandages, plastic douches, and urine sugar analysis set have been revised, and a new Specification 4 for hydrocortisone and silicone bandage has been introduced.

Some prices given in the 126 page Tariff are for December 1975 as the January prices were not available when the book was being prepared. Amendments are to be issued in May and September—intervals of four months—rather than the previous quarterly lists.

Westminster report

'Show failure rates on condom packs'

Packs of condoms and other contraceptives available off prescription should be made to show their failure rates, according to Baroness Elles. Opening a Lords debate on the sex education of children last week, Baroness Elles said: "If the Government can arrange to have warnings on packets of cigarettes which create a danger merely many years ahead, why should not a warning be put on contraceptives which in five minutes can cause tragedy to at least one if not two human beings?"

The Baroness also criticised the Family Planning Association which, she said, derived 85 per cent of its income from the sale of contraceptives. The Monopolies Commission report on contraceptive sheaths (*C&D*, February 15, 1975, p 216) had recorded that London Rubber Industries allowed the FPA a 5 per cent retrospective rebate on purchases of contraceptive products other than intra-uterine devices; LRI considered the rebate justified as a contribution to the Association's head office funds "because the FPA's educational activities widen the market for contraceptives." Baroness Elles continued: "Any company or industry is entitled to go into the sales business. But are these the people who should be teaching children to ask for the goods which they supply and sell?"

Baroness Elles also felt there was "what appears to be deliberate misrepresentation of the facts" to encourage the young to use contraceptives; literature on the subject gave no notices of failure rates.

Later in the debate, Baroness Summer-skill congratulated Dr Margaret White and Mrs Enid Lucas-Smith (president, National Association of Women Pharmacists) on producing the booklet "Safety and the Pill" (last week, p61), which she said she would like to see read "by all those women in the country who have been persuaded to use an oral contraceptive." She was surprised that so few of them knew about the possible complications, and she was opposed to oral contraceptives being available off prescription.

New smoking products to come under Medicines Act?

New arrangements to reduce the health hazards of cigarette smoking were announced in the Commons last week by Dr David Owen, Minister for Health.

The Government intended to lay a draft order under section 105 (1) (6) of the Medicines Act so that new tobacco products containing tobacco substitutes or additives would need a product licence, granted on advice from a statutory committee on the safety of the product. The committee would be established under section 4 of the Medicines Act and would be

based on the existing independent scientific committee chaired by Dr R. B. Hunter. Present smoking products containing additives would continue to be available under arrangements to be discussed with the tobacco industry.

Dr Owen warned the industry that if voluntary agreements on reducing the tar yields, nicotine and carbon monoxide content, and changes in promotion proved insufficient in protecting the public from the health risks of smoking, the Medicines Act would be applied to the whole range of tobacco products.

The tobacco industry has agreed to give tar group descriptions on cigarette packets, to limit cinema advertising to X-certificate programmes; and cigarillos are no longer to be advertised on television. Talks to limit voluntarily sports sponsorship are to be held with Mr Howell, Minister for Sport and Recreation.

□ The Health Education Council have launched a multi-media publicity campaign designed to counter traditional teenage beliefs about smoking. The £200,000 campaign, which will last until March, aims to tell young smokers that cigarettes not only damage their health but can harm personal relationships as well. Television, cinema, newspaper and radio advertisements will be used.

Employment Protection Act implementation timetable

The sections of the Employment Protection Act dealing with the handling of redundancies and employees' rights in insolvency will be brought into force in April, announced Mr Albert Booth, Minister of State for Employment, in a parliamentary answer last week.

An employer who proposes to make any employee redundant will have to consult recognised independent trade unions as soon as possible, with minimum notification periods dependent upon the number of staff involved. Under the insolvency provisions employees owed wages or other payments when their employers have become insolvent will be able to obtain the outstanding money through the Redundancy Payments Fund. Probably in June, the main group of individual rights under the Act will follow, including protection for trade union membership and activities; the new maternity rights. Mr Booth added that the removal of small firms' exclusion from the unfair dismissal provisions together with the extension of the legislation on unfair dismissal, redundancy payments and contracts of employment to more part-time workers will be introduced later "as caseloads before industrial tribunals permit."

The Government has already announced that it will not introduce the two most expensive items in the Act—guarantee payments for employees laid off or working short time and maternity pay for a woman leaving to have a baby, until 1977. It considers April 1977 to be the most suitable date for the introduction of maternity pay. In view of the preparation necessary for large employers with computerised pay rolls, the provision placing a duty on employers to provide employees with itemised statements of pay will be deferred until early in 1977.

New Shadow spokesman for social services

Mr Patrick Jenkin was appointed Opposition spokesman for social services in Mrs Margaret Thatcher's Shadow Cabinet changes announced last week. Mr Jenkin was previously energy spokesman and the previous social services spokesman, Mr Norman Fowler, is now to speak on transport matters.

In addition to Mr Jenkin, two others will speak on social services: Dr Gerard Vaughan, who will specialise in health matters, and Mr Kenneth Clark. Mrs Sally Oppenheim and Mr Michael Heseltine remain as spokesmen for consumer affairs and industry respectively.

Vaccine-damaged children

A group of backbench MPs have tabled a Parliamentary motion calling for legislation in the current Parliamentary session to compensate vaccine-damaged children. The motion includes all children already suffering from such damage.

Trading Bill progress

The West Midlands County Council Bill, which would give local authorities power to indulge in trading activities, was expected to be read a first time this week.

Coming events

Tuesday, January 27

Sunderland Branch, Pharmaceutical Society, Postgraduate medical centre, General Hospital, Sunderland, at 8 pm. Chief Superintendent R. Kell, (Northumbria Police) on "A recent murder investigation".

West Middlesex Branch, Pharmaceutical Society, King Edward Memorial Hospital, Ealing, Dr P. H. Connell (Advisory Council on Drug Addiction; director of Royal Bethlem Hospital Addiction Unit) on "Drug dependence".

Wednesday, January 28

West Dorset Branch, National Pharmaceutical Union, Kings Arms Hotel, High Street East, Dorchester, at 7.45 pm. Dr D. H. Maddock (a member of the NPU Executive and Pharmaceutical Society Council) on "The future of the profession".

Thursday, January 29

Leeds Branch, National Pharmaceutical Union, Golden Lion Hotel, Lower Briggate, at 8 pm. Mr J. L. Rosen (chairman, Leeds Eastern Community Health Council) and Mr G. J. Hoult (secretary) on "General activities and functions of the Community Health Council".

Friday, January 30

Croydon Branch, Pharmaceutical Society, Greyhound Hotel, Park Lane, Croydon, at 8 pm. Mr D. R. Mullis and Dr Marcia Wilkinson (Migraine Trust) on "The Trust and the treatment of migraine".

Advance information

Western Pharmacists Association. Dinner and dance at Royal Garden Hotel, Kensington on March 18. Tickets (£8) from Mr H. Linderman, 18 Hartland Road, Kilburn, London NW6 6BJ.

Barnet Branch, Pharmaceutical Society. Dinner and dance at The Thatched Barn, Boreham Wood on March 20. Tickets (£5.75) from Mr Colin Harris, 16 Greenshill Parade, New Barnet. Principal speakers Mrs Margaret Thatcher, MP (leader of the Opposition) and Dr T. J. Carter (founder chairman, Barnet FPC).

Company News

Bid for Westons to be made soon?

Press speculation this week suggested that a takeover bid for Westons Pharmaceuticals may soon emerge.

The reports were based on a statement from Mr Richard Langdon, liquidator of London & County Securities, which owns a number of Westons shares. According to *The Times* on Tuesday, he said discussions were taking place which may lead to an offer for all the company's shares. A sale of the 44 per cent of Weston's shares said to be owned by London & County would automatically lead to a takeover bid under Stock Market rules. It is understood that the 25 per cent holding mentioned in Weston's annual report is supplemented by 19 per cent held by L&C subsidiaries as security against loans.

Westons have written to shareholders this week to clarify Mr Langdon's statement. The letter says the Weston board has not been directly involved and therefore cannot comment.

New distribution company for Sangers in Eire

A new company in the Sangers group—Castlereagh Agencies (1975) Ltd—commenced trading in Ireland earlier this month.

Operating from a 23,000sq ft. purpose built warehouse in the Kylemore Industrial Estate, Killeen Road, Dublin 10, the new company will run a warehousing, distribution and agency service. Initially, it will act as storage and distribution agents for Sterling-Winthrop Ireland Ltd, handling products from Winthrop Laboratories, Sterling Health Products, Sterling Roncraft, Izal Pharmaceuticals and Sterling Industrial.

The board of the company consists of Mr J. D. Pollock, MPSNI, chairman, who is also a director of Sangers, and of the business's sister company Castlereagh Agencies Ltd, who operate in Northern Ireland; Mr David Reid; and Mr Sean MacHale, MPSI. General manager is Mr Anthony Lynch. Evidence of the company's confidence in its future expansion is its commitment to a further 20,000sq ft of warehousing alongside the new building, which will be available in 1977.

Record sales for Polaroid

Polaroid's president, Mr W. J. McCune Jr, announced in New York last week that the company's estimated year-end sales were at record levels, with US and international business totalling about \$800m.

Mr McCune continued that despite the uncertainties of the economy in many countries, more Land cameras—over 5 million—and more film units—over 1,000 million—were sold in 1975 than in any

previous year. For the second year in a row, worldwide sales of SX-70 cameras had reached a million units, and SX-70 film sales had increased about 40 per cent over the previous year. Looking to 1976, Mr McCune remarked that Polaroid expected competition, and had been "planning for it."

A new camera—the Pronto—was shown for the first time. To sell at under \$70 in the USA, it uses SX-70 film.

Carmen change name

Carmen Curler Co Ltd has changed its name to House of Carmen Ltd, reflecting the company's broadened product base. The following changes of executive responsibilities are announced: Mr M. R. Bates has retired as chairman and as a director and Mr Brian Solomon, previously managing director, is appointed chairman; Mr John Forsdyke and Mr Michael Stannard are appointed joint general managers; Mr R. E. Milledge, national sales manager for five years, is appointed a director.

Briefly

Interim dividend for the **Guinness Peat Group** for the six months to October 31, 1975, rose 50 per cent from 2.98p gross to 4.62p.

Ex-Lax Ltd, who were at Slough for over 40 years, have now moved to Fishponds Road, Wokingham, Berkshire RG11 2QD (tele 0734-790345).

Hoffman La Roche sales, of which more than 90 per cent are in foreign currency, rose about 8 per cent last year when

expressed in such currencies. But in Swiss francs turnover fell by some 6 per cent. Valium is said to be the company's largest selling pharmaceutical but the combined share of Valium and Librium in total pharmaceutical sales is declining.

Shaws Veterinary Chemists Ltd has moved headquarters from Aston Clinton to Stocklake, Aylesbury, Bucks HP20 1BZ (tel Aylesbury 84753).

Appointments

Unichem Ltd: Mr D. C. Mair, MPS, has been appointed to the board (see p102).

Reckitt & Colman, pharmaceutical division: Mr D. A. Roser is appointed marketing manager of the home medicines department.

World Health Organisation: Dr Ch'en Wen-chieh has been appointed assistant director-general from January 5. Dr Ch'en has headed the Department of Scientific Research of the Chinese Academy of Medical Sciences since 1972.

Bowater Scott Corporation Ltd: Mr Martin Couch has been appointed market manager for industrial and medical products, including Andrex Maxi toilet tissue, Bowtows hand towels, Bowipes roll wipers, Readinaps disposable nappies, Sterilwrap wrapping and incontinence pads.

Roger & Gallet Ltd: Mr Reginald Llewellyn, who inaugurated Roger & Gallet in the UK in 1969, and who was subsequently appointed managing director, is now leaving London to take up new responsibilities abroad with Roger & Gallet as international sales executive. Mr Peter Howarth, previously sales promotion manager of Elizabeth Arden, has been appointed sales and marketing manager.

Knox Laboratories Ltd: Mrs Mary Debenham has been appointed field sales manager, Oral-B division; Mr Laurie Hutchinson, professional meetings executive, Oral-B division; Mr David Cadman area manager, Aveeno division. Mr Gerald Rickard, promotions manager, Oral-B division, now has special responsibility for exhibitions. Mrs Sheila Newsum and Mrs Johanna Simpson have been appointed dental health sales representatives covering Sussex, Surrey, South-West London, and the Midlands respectively.

More profit for drug industry?

Suggestions that price constraints on the pharmaceutical industry should be relaxed are said to be contained in a report to be submitted to the Government shortly.

The Times on Monday maintained that the confidential report—unlikely to be published before the spring—makes it clear that important research and development programmes in the industry could be at risk in the short term from price restraint mechanisms. "Greater domestic margins, it says, would help the industry to build on its already handsome foreign sales performance."

The report "apparently considers that Whitehall departments should stop regarding the industry simply as a provider to the NHS and that there is more to be gained in balance of payments terms from allowing British price margins to rise than there is to be lost in increased costs to the taxpayer."

A spokesman from the National Economic Development Council told *C&D* that the Chemicals Economic Development Committee had been investigating the pharmaceutical industry as one of the sectors being studied in depth as part of the Government's industrial strategy. Work was almost completed and final decisions on the report—compiled by trade union, management and government representatives were to be made at a meeting on Wednesday as *C&D* went to press.

The Association for the British Pharmaceutical Industry was unable to comment because of the confidential nature of the report, but a spokesman told *C&D* that the Press accounts appeared to support the arguments put forward by the industry over the past few months—that price regulation has substantially reduced profitability and caused research and development projects to suffer.

Market News

Call for some crude drugs

London, January 21: Business in some crude drugs picked up during the week and provided a welcome fillip for that sector of the market. The items called for were notably those such as menthol and balsams, etc., used in cough and cold medicines. Prices quoted for distant shipments of Brazilian menthol were weaker and tended to make near-at-hand parcels easier. Kola nuts moved up to touch £200 metric ton on the spot. Elsewhere price changes were downward. They included aloes, Peru balsam, buchu, gentian root, henbane and quillaia.

Among the few changes noted in

essential oils were clove leaf and citronella—both dearer. A parcel of Chinese cassia was offered at £20.00 kg but no business was reported at that level. The oil has been unobtainable on the spot since early October 1975 when the value was around £14.00 kg.

Benzoic acid and benzoates are dearer.

Pharmaceutical chemicals

Acetarsol: 50-kg lots £9.33 kg.

Acetic acid: 4-ton lots, per metric ton delivered—BPC glacial £212.50; 99.5 per cent £201.50; 80 per cent grade pure, £188; technical £174.50.

Acetone: £217 per metric ton.

Amylobarbitone: Less than 100-kg lots £6.76 kg; sodium £7.87.

Benzoic acid: BP in 50-kg lots £0.562 kg.

Bromides: Crystal £ per metric ton

	Under 50-kg	50-kg	1,000-kg
Ammonium	1,040	885	830
Potassium*	960	810	775
Sodium	940	796	761

* Powder plus £40 kg

Butobarbitone: 50-kg lots £8.79 kg; sodium £9.67.

Butobarbitone: Less than 100 kg £8.38.

Cyclobarbitone: Calcium £8.39 kg in 25-kg lots.

Metol: Photo grade per kg, 50-kg lots £5.23; 250-kg £5.06½.

Pentobarbitone: Less than 100-kg £10.93 kg; sodium £11.82.

Phenobarbitone: In 50-kg lots £8.10 kg; sodium £8.86.

Phosphoric acid: BP sg 1.750, £0.4373 kg in 10-drum lots.

Sodium benzoate: BP, 500-kg lots, £0.4598 kg.

Sodium sulphite: Crystals £0.1578 kg in 50-kg lots.

Crude drugs

Aloes: Cape £0.93½ kg spot; £0.92½, cif. Curacao £1.40 spot nominal; £1.29, cif.

Balsams: (kg) Canada: £14.25 spot; £14.00, cif for shipment. Copaiba: BPC £1.60 spot; £1.55

cif. Peru: £4.35 spot; £3.95, cif. Tolu: £3.15 spot.

Buchu: Rounds £2.45 kg spot; £2.30, cif.

Cascara: £830 metric ton spot; £610, cif.

Gentian: Root: £1.40 kg spot; £1.30 kg, cif.

Henbane: Niger £960 metric ton spot; £9.30, cif.

Kola nuts: £200 metric ton spot; £185, cif.

Lycopodium: Russian £4.30 kg; £4.40, cif.

Mace: Grenada No 1 £1,950 ton, fob.

Menthol: (kg) Brazilian spot £9.80 kg; forward shipment £9.00, cif. Chinese £10.50 duty paid; £10.00, cif.

Quillaia: £1,190 metric ton spot; £1,120, cif.

Valerian: Indian root £700 metric ton spot; shipment £650, cif.

Waxes: (metric ton) Bees', Dar-es-Salaam £1,385, cif. Candelilla, £825 spot; £79, cif. Carnauba,

fatty grey, £1,040 spot; £1,000, cif; prime yellow

£1,775 and £1,675, cif.

Essential and expressed oils

Cassia: Chinese £20.00 kg asked for spot.

Clove: Madagascar leaf unobtainable on spot, £2.25 kg, cif.

Citronella: Ceylon £1.30 kg spot; £1.10, cif. Java

£1.50, cif.

Nutmeg: (per kg) English distilled from West

Indian £20.00-£21.50; from East Indian £15.50-£16.00.

Olive: Spot ex wharf, Spanish £1,150 per metric ton in 200-kg drums; Mediterranean origin £1,140.

The prices given are those obtained by importers or manufacturers for bulk quantities and do not include value added tax. They represent the last quoted or accepted prices as we go to press.

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Proceedings

Proceedings under Section 23 of The Patents Act 1949

NOTICE OF INTENTION TO PRESENT A
PETITION TO THE COURT

**IN THE HIGH COURT OF JUSTICE
CHANCERY DIVISION
GROUP A**

IN THE MATTER OF Letters Patent No. 957,797 dated the 29th day of July 1960 granted to THE WELLCOME FOUNDATION LIMITED having its registered office at 183 Euston Road, London NW1 2BP in respect of an invention entitled "Method for making 2,4-Diamino-5-Arylmethyl pyrimidines and Intermediates therefor"

AND

IN THE MATTER OF The Patents Act 1949

NOTICE IS HEREBY GIVEN that it is the intention of THE WELLCOME FOUNDATION LIMITED to present a Petition to the High Court of Justice, Chancery Division, praying that the term of the above Letters Patent may be extended.

AND NOTICE IS FURTHER GIVEN that on Friday the 26th day of March 1976 at 10.30 o'clock in the forenoon or so soon thereafter as Counsel may be heard The Wellcome Foundation Limited intends to apply to the Court for Directions fixing the date of hearing of the Petition and other Directions.

Notices of Opposition to the Petition must be lodged not less than 7 days before the date above mentioned at the Chancery Registrars' Office, Royal Courts of Justice, Strand, London WC2. Documents requiring service upon The Wellcome Foundation Limited pursuant to the Rules of the Supreme Court, Order 103, may be served at the offices of the solicitors to the said Petitioner.

Dated this 12th day of January 1976

REYNOLDS PORTER, CHAMBERLAIN & CO.
Solicitors for the said Petitioner of and whose address for service is

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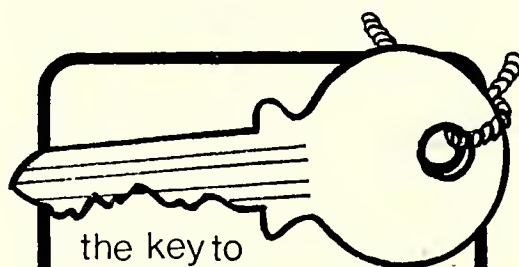
Evanol is being promoted nationally throughout the months from now until the end of April with display advertising in Woman's Realm, Woman's Weekly, Weekly News, My Weekly and People's Friend.

Taken together, that gives over 7 million women aged 35 and upwards a chance to see the campaign – and come in asking for Evanol. **Order now.**

(If you have any worries about disappointing them, write direct for details to Evanol, 49 Elwood Street, London N5 1EE. Tel: 226 1984.

**Wholesaler's and retailer's
terms applicable.**

**Evanol Simplex: 40p. r.r.p.
Trade: £3 per doz + VAT
Evanol Semi-permanent
(1 oz size): 32p. r.r.p.
Trade: £2.40 per doz + VAT
(2 oz size): 50p. r.r.p.
Trade: £3.70 per doz + VAT
EVANOL SIMPLEX HAIR DYE**



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solve your problems

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Oiney bros offer you a full
and comprehensive service
covering all aspects for
your trade.

details from; Oiney bros Ltd.
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northbridge road,
berkhamsted, herts. HP4 1EG.

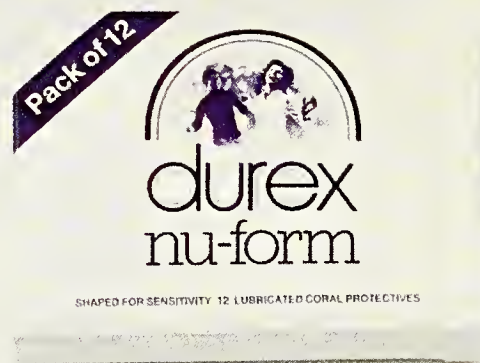
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name & address





The U.K. best-seller. Packs of 3 or 12.



The shaped protective. Packs of 3 or 12.



The lightweight protective.
Packs of 3 or 12.



Elegant black in packs of 3.



Six assorted Fun colours.

It's time we were seen and not heard.

If you hide your stocks of Durex under the counter, your customers won't know about the smart, new packaging. Unless, of course, they hear about it from their friends.

Gossamer, Nu-Form and Fetherlite have all been given bright, modern packs to bring them more in line with the elegant and modern Black Shadow and Fiesta.

Durex has the largest and most popular range of protectives. And

now that we are showing the colours, we hope that you will too.

So don't hide us away. After all, some people don't like to ask.

Put us on show and watch your sales grow.



durex®

**The safe way to protect
your contraceptive business.**